

Meat Packing Passes Three Billion Mark

Vol. 76

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MAR 1 No. 1927

U. S. Department of Agriculture

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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MARCH 12, 1927

If It's

Rohe "Regal"

The Quality Is Unexcelled

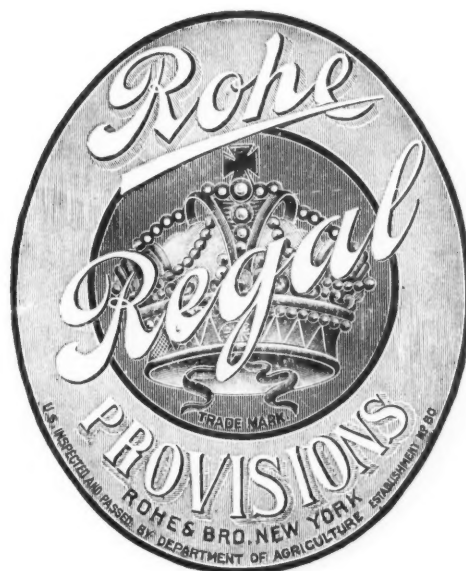
Sausage

Hams

Bacon

and

Lard



ROHE & BROTHER

Established 1857

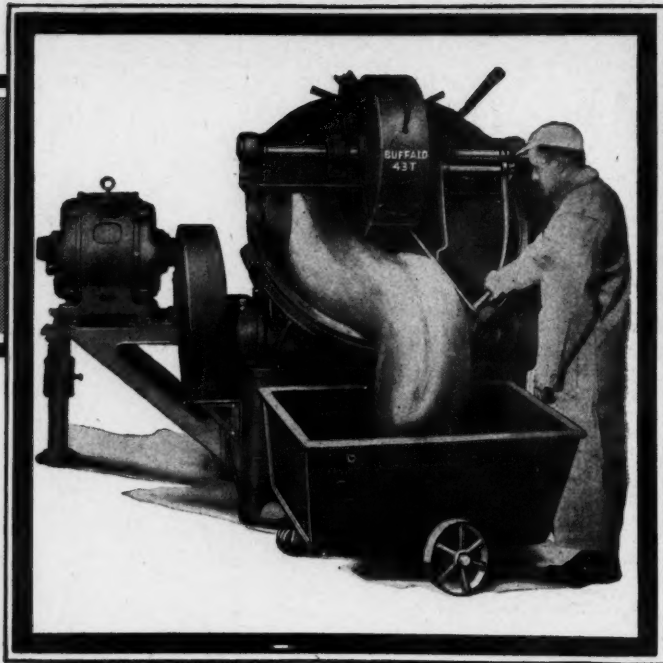
527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange

Liver Sausage — How to Make a Good Seller

Directions
on page 30



"BUFFALO" SELF EMPTYING *Silent cutter*

Two Expressions of Satisfaction Out of Many Received from Users of the "Buffalo" Self-Emptying Silent Cutter

WE are entirely satisfied with the Self-Emptying Cutter which is all that you represent it to be. It runs smoothly, cuts and mixes the meat thoroughly and quickly without heating. It is easy and economical to operate and is in every respect a real machine, sturdy and well built. It exceeds our expectations in every way.

We assure you we shall be glad to recommend the machine to any one interested in such equipment.

John A. Peters, Detroit, Mich.

WE are very well pleased with this machine. It turns out a much better article in much less time than any machine we have ever used. The self-emptying feature eliminates entirely the handling of the meat and we can empty the bowl in a very few seconds. The government inspector in charge told me this morning that this machine is entirely satisfactory inasmuch as the meat is not touched by hand. We most heartily recommend this machine to critical sausage makers who are always endeavoring to put out a superior quality sausage.

Schaffner Bros. Co., Erie, Pa.

JOHN E. SMITH'S SONS CO.

Patentees and Manufacturers

50 Broadway, Buffalo, N. Y., U. S. A.

BUFFALO

SILENT
CUTTERS
GRINDERS
MIXERS
STUFFERS

*Backed by 57 years' experience building
quality sausage making machines*

*Some of the people
who are now using
the wonderful new
"BUFFALO"
Self-Emptying
Silent Cutter
and praise its worth*

C. Finkbeiner,
Little Rock, Ark.

Armour and Company,
Chicago, Ill.

John Morrell and Co.,
Ottumwa, Ia.

Louis Rettberg,
Baltimore, Md.

J. A. Peters,
Detroit, Mich.

Geo. A. Hormel & Co.,
Austin, Minn.

Henry Muhs Co.,
Passaic, N. J.

S. R. Gerber,
Buffalo, N. Y.

Louis Meyer,
Brooklyn, N. Y.

Geo. Kern,
New York, N. Y.

Manhattan Provision Co.,
New York, N. Y.

Pavelka Bros.,
Cleveland, Ohio

New Zanesville Provision Co.
Zanesville, O.

Schaffner Bros.,
Erie, Pa.

Gross Food Prod., Inc.,
Milwaukee, Wis.

The Layton Co.,
Milwaukee, Wis.

A. B. Wagner,
Milwaukee, Wis.

*90% of the prominent sau-
sage makers in the United
States use "BUFFALO"
Machines*

Protecting the Quality of Beech-Nut Bacon

Automatic bacon
slicing machine with
Monel Metal aprons
for holding and receiv-
ing bacon in sun-flooded
plant of Beech-Nut Packing
Co., Canajoharie, New York

Monel Metal equipment *safeguards the wholesomeness* of this famous product

MOST bacon is just bacon, but Beech-Nut Bacon is so unusual that it is featured by restaurants and hotels the country over. With such a reputation at stake, the quality and flavor of Beech-Nut Bacon must be maintained.

Natural then, that the Beech-Nut Packing Co. should make liberal use of Monel Metal for parts of their equipment coming in contact with this toothsome

product. For Monel Metal will not contaminate the bacon. It has no coating to crack, chip or wear off. It is easily cleaned and kept clean.

Monel Metal's rare combination of properties—rust-immunity, corrosion-resistance and steel-like strength makes it superior for many different types of food-packing equipment. Why not let us tell you more about it?

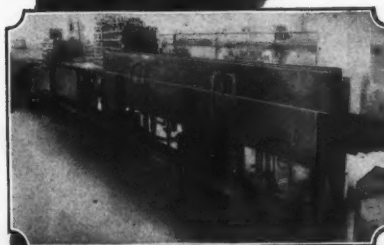
ASK FOR "LIST B" OF MONEL METAL & NICKEL LITERATURE

INCo
Monel

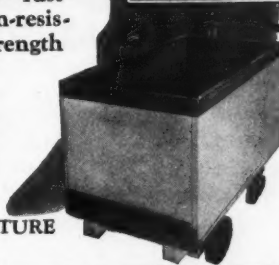
THE INTERNATIONAL NICKEL COMPANY
67 WALL STREET
NEW YORK CITY

Monel Metal is a technically controlled, Nickel-Copper alloy of high nickel content. It is mined, smelted, refined, rolled and marketed solely by The International Nickel Company. The name "Monel Metal" is a registered trade mark.

metal

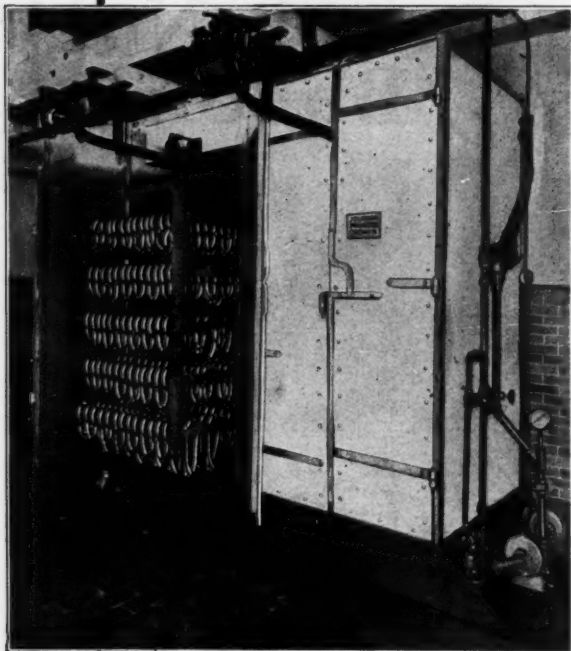


Jar washing apparatus
with Monel Metal hous-
ing for removing grease
from the filled glass jars.



One of six Monel Metal
lined meat trucks in the
plant of Beech-Nut
Packing Co.

Solving the Sausage Cooking Problem



The Latest Development in Sausage Cooking The Jourdan Process Cooker

(Patent Pending)

Not a Steam Box Not a Spray
But a Temperature Controlled

HOT WATER DOUCHE

Perfected After Years of Experiments

Cooks quicker and with absolute uniformity on the rail—on the cage—on the stick; colors while cooking when desired. Product not touched by human hands. Saves time and labor—quickly pays for itself. Improves product both in quality and appearance. Many other advantages make it a practical necessity in any sausage plant.

Write Today for Full Details

JOURDAN PROCESS COOKER CO., 814-832 W. 20th St., Chicago

Tycos Temperature Instruments

INDICATING - RECORDING - CONTROLLING

Will help you in meat processing, canning, packing or in any of the numerous applications of heat in the food industry.

Long years of use in every industry have shown the economy of standardizing on these sturdy, reliable temperature instruments.

*We will send suitable
catalogs upon request*

Taylor Instrument Companies

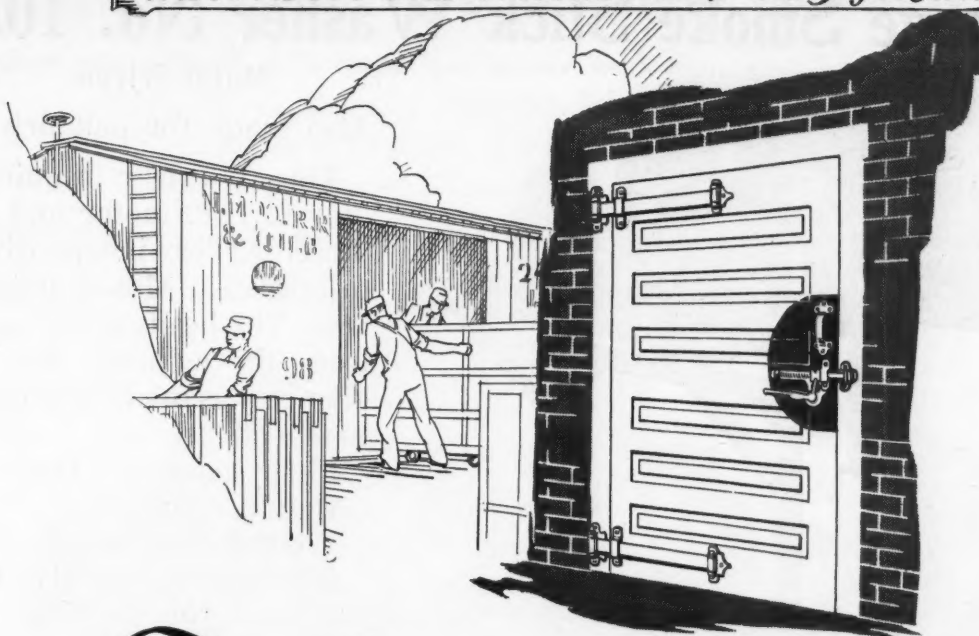
ROCHESTER, N. Y., U. S. A.

CANADIAN PLANT
TYCOS BUILDING
TORONTO

MANUFACTURING DISTRIBUTORS
IN GREAT BRITAIN
SHORT & MASON, LTD., LONDON



FACTS ABOUT COLD STORAGE DOORS ~ No. 3 of a Series



The Doors you need ~ *are ready to ship*



Send for new Jamison Catalog No. 13. Contains complete description of Cooler and Freezer Doors, Ice Chutes, and other cold room equipment. Also tables of "Standard Sizes"

GET your plant overhauled on time this year, by letting Jamison help you. No need to wait and wish for prompt deliveries of the cooler and freezer doors you require. No use risking being caught unprepared.

Order from Jamison, and you'll get your doors right on time. They'll leave our plant, not in a few days, a week, or a month—but immediately.

To meet the constantly growing demand for prompt shipments, we are carrying this year larger stocks of fully assembled doors than ever before.

Right now, our huge stock houses are full to the roof. We've planned ahead and operated our plant at full speed for months, to make up stock for the spring months, when plants everywhere are being overhauled. We are ready for any demands.

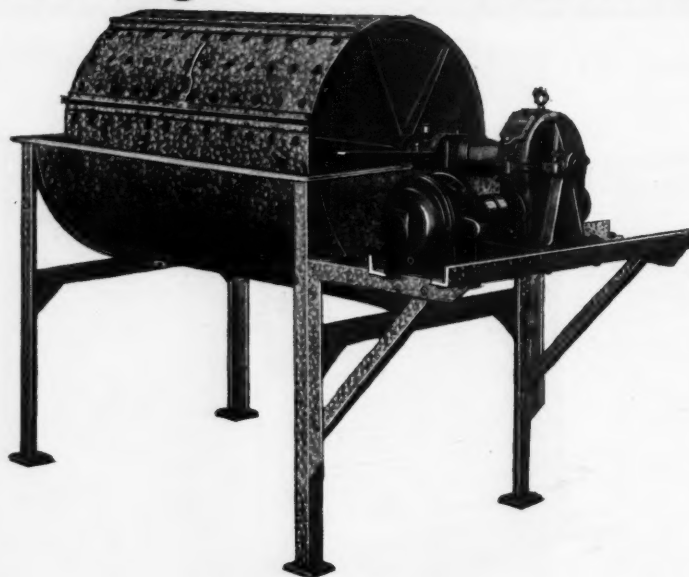
Check up your plant for needed replacements. Then wire or mail your door order to Jamison. You'll get your doors when you want them. Your plant will be ready on time.

Jamison Doors

Jamison Cold Storage Door Co.

Hagerstown, Maryland, U. S. A.

Sausage Smoke Stick Washer No. 103



Motor driven

Also made for belt drive.

This washer requires only $\frac{3}{4}$ H.P. motor and is therefore very inexpensive to operate. Almost noiseless. The heads are of cast iron; the cylinder, 30" in diameter, is made in length to suit sticks.

Floor space, 4x7 feet.

Height, 4 feet.

Weight, 850 pounds.

Ham cloths can also be washed in this machine.

B. F. NELL & COMPANY

620 W. Pershing Road

Chicago, Ill.

Manufacturers of Equipment and Supplies for the Meat Industry

In Your Stuffers

you need

H-S Superior Stuffer Pistons

because they eliminate leaks and other common stuffer troubles.

In successful operation at more than 50 of the leading plants of the country that, like Otto Stahl, have placed repeat orders.

We can make the H-S Stuffer Piston to fit your present stuffer. All that you have to do is give us the exact diameter, name of maker, and capacity of stuffer. If you are in the market for a new stuffer, insist that it be equipped with the H-S Superior Stuffer Piston.

Write now for prices



Jan. 15th, 1927

Van Hooydonk & Schrauder,
P. O. Box 67,
Monroe, Mich.

Gentlemen:

Replying to yours of the 8th inst., enclosed herewith please find our order No. 254 for five (5) of your superior stuffer pistons.

Please give this your prompt attention.

Yours very truly,

OTTO STAHL, INC.

By O. Weber, Secy.

Van Hooydonk & Schrauder

P. O. Box 67, Monroe, Mich.

"BOSS" Jumbo—World's Only 500 lb. Cutter

One man, with it, does faster and better work than 2 or 3 men with others

Bowl, 56 in., Capacity, 500 lbs., Power, 50 H. P., 9 Knives

"BOSS" 43 in. bowl, Capacity, 250 lbs., Power, 25 H. P., 6 or 7 Knives

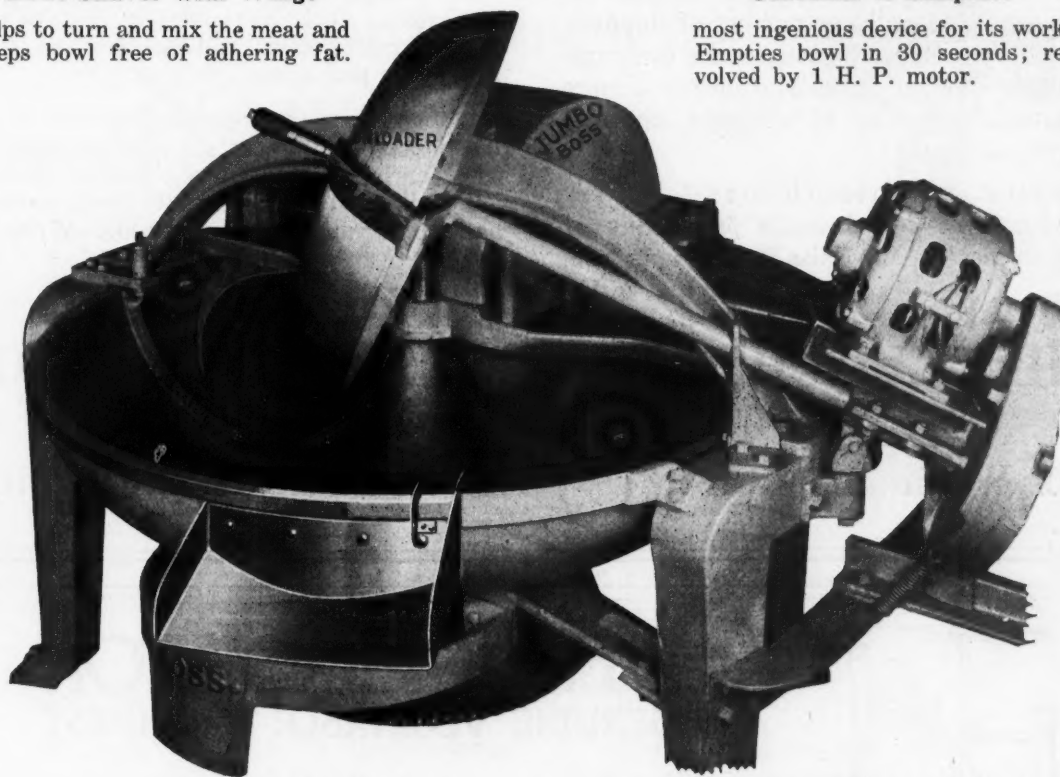
These Great Time Savers Please Owners, Operators and Inspectors

Bowl Shaver with Wings

helps to turn and mix the meat and keeps bowl free of adhering fat.

Unloader is Simplest

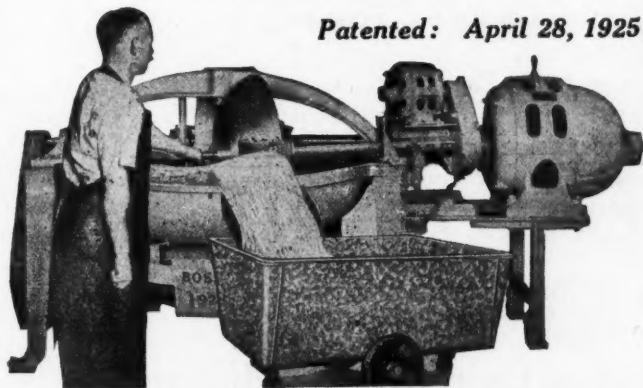
most ingenious device for its work. Empties bowl in 30 seconds; revolved by 1 H. P. motor.



NOTE

High Center Bowl provides more cutting surface for knives
Bowl Shaft of Jumbo, extending into top brace, keeps large bowl in rigid alignment
Bowls, being a true circle, permit complete discharge of meat

Patented: April 28, 1925; May 4, 1926



NOTE: The clean, instantaneous discharge of the meat from the level bowl into trucks of regular depth.

Quickly, simply and easily done by holding Unloader into Cutter Bowl with one hand.

Time saved in comparison with complicated, power bowl tilting and leveling Cutters, soon pays for the Up-to-Date "BOSS."

THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO

You Can Ship Sausage without Ice

New method of shipping perishable products cuts loss — widens sales territory

Though Balsa Boxes have been used for some time by a large number of shippers, their peculiar advantages are comparatively new to those who desire a more satisfactory way of shipping sausages without ice.

All that is required to insure safe delivery with these containers is pre-cooling of your meats. The Balsa Box is made from

wood possessing remarkable insulating properties. It is light, strong, nature's own "vacuum bottle," and each box can be used again and again.

Shipping losses through spoilage are reduced, ice-packing costs are eliminated, sales territory is extended. Let us give you full particulars about containers made to fit your individual needs. Write to address below.

THE FLEISCHMANN TRANSPORTATION CO.

BALSA BOX DEPARTMENT

691 Washington Street

New York City



**Not "How Much"
But "How Good"**

West Carrollton Genuine Vegetable Parchment wrappers are accepted for their high standard of quality by discriminating packers who believe "the best is the cheapest."

WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

is used by T. M. Sinclair & Co., Ltd. exclusively to protect and deliver their products to the consumer in the most sanitary and appetizing manner possible. Odorless, tasteless, moisture, grease and dirt-proof, West Carrollton Genuine Vegetable Parchment insures complete protection to meat and other food products. Such protection adds much to the saleability of choice products and little to their cost.

Send samples of your present wrappers for quotation

The West Carrollton Parchment Co.

West Carrollton, Ohio

Fairbanks Moisture-Proof Portable Dial Scale



Now— a moisture-proof dial scale

— the scale for your kind of service

This scale speeds up your weighing—but equally important—retains its accuracy under damp, unfavorable conditions.

Every part of the scale is effectively protected from moisture. The sensitive dial mechanism is tightly sealed to exclude dampness. The finely built weighing mechanism is made of specially treated, non-corrosive materials that resist the harmful effects of

excessively damp air, steam and water.

Large figures and graduations on the dial make readings easy and fast. The high degree of sensitiveness insures accurate weighing of all loads up to full capacity. Built in dial capacities 200 to 1,000 pounds.

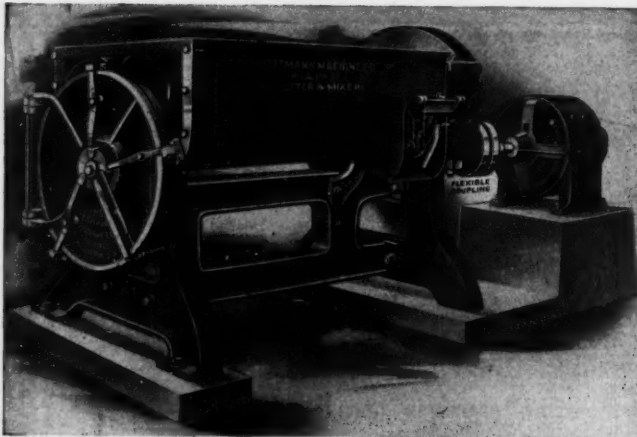
Other Fairbanks Scales for all general and practically all special weighing requirements.

Fairbanks Scales

Preferred the  *World Over*

New York
Broome and Lafayette Sts.

Chicago
900 S. Wabash Avenue



IN THIS WORLD
**The Greatest Meat Cutter
 and Mixer Combined**

Sanitary Beyond Comparison

Replacing Other Equipment Everywhere

Write for Prices

The Hottmann Machine Company

3325-43 Allen St.

PHILADELPHIA, PA.

The Man Who
Knows.



The Man You
Know.

The Secret of Sausage Success is a Perfect Cure

Our H. J. MAYER Special NEVERFAIL Curing Compound is a formula for curing sausage materials, hams and bacon which will enable you to place your goods on the market in a very short time.

It prevents your sausage from turning green; protects your product not used at cured age, and helps to keep meat from getting "short."

We make *Practical Demonstrations with our own goods* and help our customers remedy their troubles.

Your success is our aim.

H. J. MAYER & SONS CO.

6821-23 S. Ashland Ave.

CHICAGO, ILL.

Makers of the Famous GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen Delicatessen Seasonings

All our Products are guaranteed to comply with the B. A. I. regulations

Trade Mark



1750

The Best Then

The World is flooded with Cheap imitations of Butchers' Knives, many of which are of very little use for the purposes for which they are made. Those that pay and wear, giving the greatest satisfaction to the user, are those made from

JOHN WILSON'S World-Renowned Double Shear Steel

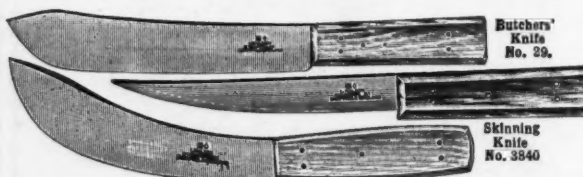
Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 177 years and the demand is greater than ever.

Established

1750

1927

The Best Now



Ham Knife No. 2156

Works : Sycamore Street, SHEFFIELD, England. Agents : H. BOKER & Co., Inc., Duane Street, NEW YORK. May be obtained from all Storekeepers.

**The Enterprise No. 1156
 Chops 3,000 Pounds an Hour**

For the sausage maker or packer who desires this capacity, here is the ideal chopper.

The distance from ring to floor is 26½ in. Permits carrier to be run under chopper.

Fitted with 7½ h. p. motor, it is a fast, power machine.

The No. 1156 is economical to operate and high in production efficiency.

Three plates furnished with each machine, one fine, one medium and one coarse. Also three knives.

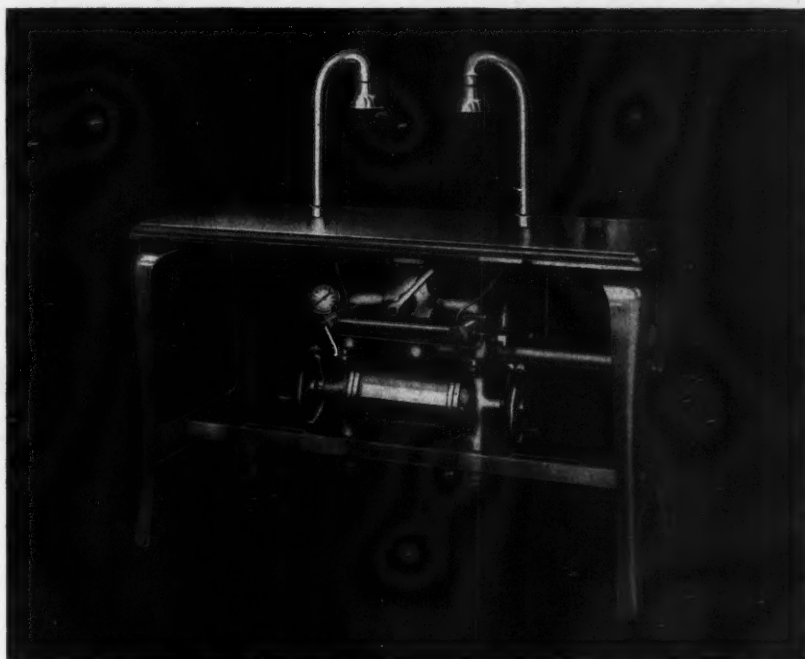
No matter what your chopping problems may be "Enterprise" experts can help you.

Our fifty years' experience is at your disposal.

Send for catalog showing the entire "Enterprise" line.



**THE ENTERPRISE MFG. CO., OF PA.,
 Philadelphia, U. S. A.**



FIXED DENSITY

Without Continual Adjustment

The amount of air introduced into lard or compound while it is being kneaded in the picker trough cannot be definitely controlled. Consequently the density of the lard or compound coming to the filling equipment varies greatly. The presence of an agitator will, of course, regulate to a certain degree the varying density, but not sufficiently.

Volume fillers and all other types of filling and weighing equipment have to be continually adjusted to meet this varying density. Even though a careful watch is kept there is seldom an accurately weighed volume delivered into the containers.

The Lamb machine takes care of this condition automatically. Regardless of the varying density of the lard as it comes to the filling machine, this variable density will be fixed and an accurately weighed volume will be delivered into the containers.

The Lamb system of fixing density is accomplished under basic patents, not obtainable in any other equipment.

ACCURATE WEIGHTS

Lamb
CORPORATION
PRECISION WEIGHING AND FILLING MACHINES
Seattle, Wash.

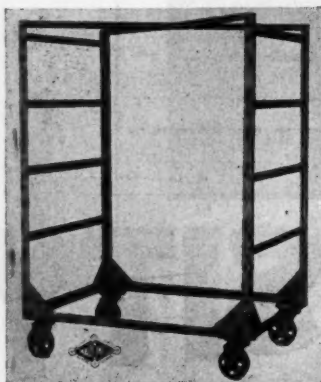


Ask your Supply House for details or write us direct

The New Improved Bausman Hog Scalders

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

Bausman Manufacturing Co., Millersville, Pa.



SAUSAGE OR BOLOGNA TRUCK NO. 31

Made of angle steel frame throughout; finished black or galvanized.

Length	Width	Height	Weight
48"	30"	66"	150 lbs.

MARKET FORGE CO.

EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our catalog

Chill Hogs the Modern Way

QUICKLY—To secure rapid turnover

THOROUGHLY—To avoid souring troubles

PROPERLY—To avoid frost in the meat

ECONOMICALLY—To save 25% refrigeration

BLOOM'S SYSTEMS OF BRINE SPRAY

REFRIGERATION

Unequalled for Quick Chill

Combine Engineering Skill with Wide Experience

Brine Spray Refrigeration
Hilger No-Freeze-Back Valves
Hilger 3-Way Ammonia Valves
Brine Spray Nozzles

Air Conditioning Systems
Humidifying and Drying
Cooling and Ventilation
Summer Sausage Drying

S. C. BLOOM & COMPANY

Engineers—Contractors—Manufacturers

Monadnock Block

"Specialists to Packers"

Chicago, Ill.

KRAMER

Improved

**Hog Dehairing
Machines**

L. A. KRAMER CO.,

111 W. Jackson Blvd., Chicago

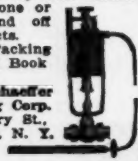
AMERICAN INSTRUMENTS

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

Write for Packing House Text Book N-48.

American Schaeffer & Budenberg Corp.

338 Berry St.,
Brooklyn, N. Y.



The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715.

Saves

Labor

Trimming

Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are
Why Not You?

For Further Particulars Write or Phone

Thomas F. Keeley, Licensor

516 E. 28th St., Chicago, Ill.

Telephone Calumet 0349

Now is the Time

to check up your ham boiling department
and get your equipment ready for
the seasonal rush.

Remember—worn out, damaged, or obsolete
Ham Boilers can be traded in on the pur-
chase of new ones. Send for our schedule.



HAM BOILER CORPORATION

1762 Westchester Avenue

New York City

Factory: Port Chester, N. Y.

European Representative: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London

Canadian Representative: Gould, Shapley & Muir Co., Ltd., Brantford, Ontario

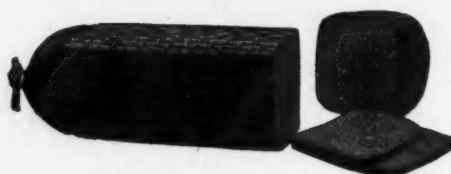
THE MOLD



"Perfection"

TWO-PIN SAUSAGE MOLD

THE PRODUCT



Investing a few dollars in this modern equipment will help your sausage department show greater dividends than ever before.

SAUSAGE MOLD CORPORATION

LOUISVILLE, KY.

Incorporated

MADE IN U. S. A.

Shrouding Pins



To Clothe Beef

Turn out your beef sides the new way—bright, fresh and clean!

Made from tempered spring wire with new style washer to prevent tearing cloth.

Write for Samples

We manufacture springs for all purposes, from brass—bronze—monel metal and steel.

Also made with-out washers

Muehlhausen Spring Co.
5841 So. Loomis Blvd.
Chicago, Ill.



Galvanized Steel Delivery Baskets

Designed to meet packinghouse requirements. Folded and pressed from one sheet of 22 gauge galvanized steel, all in one piece; reinforced around the top with 7/16-inch steel rod. The handles are very substantial; placed on the end of the basket so that they will not injure or cramp the hand.

The containers are made in one size only, 28 inches long, 14 inches wide and 11 inches deep; they will nest one inside the other and take up very little room when not in use.

We emboss your name on the side of each container.

Net price \$2.75 each. In lots of 24 or more, \$2.50. F.O.B. Dubuque.

Dubuque Steel Products Co.

Dubuque, Iowa

Sheet Metal Dept.
Kretschmer Manufacturing Co.

For Curing
and
Packing
Meats
Use

Clean Crystal Salt
Jefferson Island

Over
99% Pure

Jefferson Island
Salt Mining Co., Inc.
Louisville, Ky.

Stocks in Principal Cities

When You Write
The Advertiser
Mention

THE NATIONAL PROVISIONER

BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette
Cloth and Bags for Covering Meat

Write Us for Information and Prices

Wynantskill Mfg. Company
TROY, N. Y.

Fred K. Higbie Supply Co., Rep., 360 N. Michigan Ave., Chicago, Ill.

GRAHAM BROTHERS TRUCKS

SOLD BY DODGE BROTHERS
DEALERS EVERYWHERE

— on your smaller cuts and prepared specialties



a single wrapping of

Paterson Vegetable Parchment

affords far more protection to the quality of your products than a double or triple wrapping of ordinary paper—it makes neater and cleaner looking packages and places your goods before the public in the best possible condition.

Packers realize how much it is to their advantage to protect their products and to keep them looking fresh, clean and wholesome. That is why more and more *Genuine Parchment* is used each year to wrap the smaller packages.

Read this partial list of meat specialties that prominent Packers are Parchment Wrapping.

Picnic Bacon	Bacon Squares
Sausage Meat	Frankfurters
Sausage Link	Polish Style Sausage
Luncheon Loaf	Luncheon Corned Beef
Jellied Corned Beef	Meat Loaf
Baked Meat Loaf	Jellied Tongue
Liver Cheese	Boiled Tongue
Tongue Loaf	Sausage Loaf
Smoked Butts	Scrapple
Souse	Mush
Fresh Shoulders	Fresh Loins
Pan Souse	Sliced Bacon
Poultry	Dried Beef
Tamales	Chili Con Carne
Lard	Veal Loaf

Write for samples and quotations on Parchment Wrappers for the specialties you wish to wrap.

The Paterson Parchment Paper Co.

Chicago, Illinois

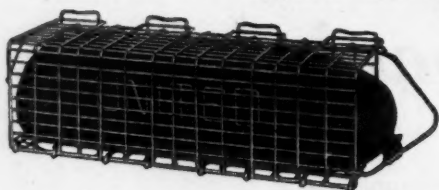
San Francisco, California

Passaic, New Jersey

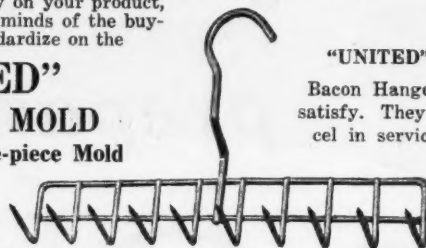


Is Your Name an Asset?

Your name imprinted plainly and permanently on your product, keeps you and your product constantly in the minds of the buying public. Adopt a trade name now, and standardize on the



"UNITED"
SAUSAGE MOLD
the Patented One-piece Mold



"UNITED"
Bacon Hangers
satisfy. They excel
in service.

Consult Your Jobber or Write Us
United Steel and Wire Company
Battle Creek, Mich. Atchison, Kansas

HY-GLOSS
MARGARINE CARTONS

Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National
Carton Company**
Joliet, Ill.

OAKITE CLEANS

better—cheaper—faster

THERE is an easy, quick way for superintendents and purchasing agents of packing plants to find out how to clean ham boilers, ham racks, trimming tables, meat choppers, floors and equipment better, cheaper and faster. Simply ask to have one of our service men call. He will demonstrate, under actual working conditions. Then compare results. A post card to us will bring him to you. No cost or obligation.

OAKITE IS MANUFACTURED BY
OAKITE PRODUCTS, INC.
20A Thames St., New York, N. Y.
(Formerly OAKLEY CHEMICAL CO.)

OAKITE
Industrial Cleaning Materials and Methods



This Package will speak for your Product

This distinctly different package will flash the story of quality and freshness for your sausage meat. It will best represent you where your sausage is sold. New and increased business always follows its use. Has been winning added profit for longer than sixteen years for many of the leading packers. Ask for convincing samples.

KLEENKUP

The Package That Sells Its Contents



MonoService Co.
NEWARK NEW JERSEY

When you write the advertiser, mention THE NATIONAL PROVISIONER

*. whenever you
purchase SAUSAGE
CASINGS for future
use, insure yourself
against disappointment
by including a good
share of*

**Brecht sausage
casings**

Sheep — Beef — Hog

BRECHT CASING COMPANY

Established 1853

New York

St. Louis

Hamburg

Buenos Aires

H. & H. Electrical Pork Scribe Saw

Eliminates Scribe Marks—Increases Belly Yields
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 No ragged edges of bone left on loin or spareribs making it easier to pull loin, and improving appearance.
 Lifting of ribs made easier due to no ragged edges of bone, also making it possible to raise ribs without removing part of belly meat.
 Results: Rib yield lower, belly yield increased.
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 No radical changes necessary to install machine to realize its merits.
 Improves all pork product so that there is no comparison between machine scribing and hand scribing.

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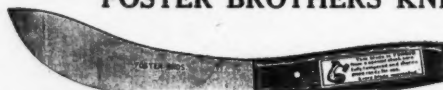
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IMPORTERS OFHigh Grade Hog and Sheep
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Refined Nitrate of Soda*"The old reliable way to cure meat right."*Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I. Also "Bound Brook Brand" Refined
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Quality
Highest

Prices
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Any Shade or Strength Desired

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Ham Boilers, Sausage Room
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Recleaned Whole and Ground

Spices for Meat Packers

CHICAGO, ILLINOIS

These Salts Have the Quality of Deep Penetration



CURES — FAST — SAFE

Boned Hams for Boiling, 7 Days
Brine Bacon, 3 to 5 Days
Sausage Meat, 24 to 48 Hours
Prague Salt Passes B. A. I.



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Godchaux's CURING SUGAR

*Tested by the Department
of Research, Institute of
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Try it! Test it! Once used,
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ASSURES

*Quality Product
Uniformity of Cure
Material Saving in Cost*

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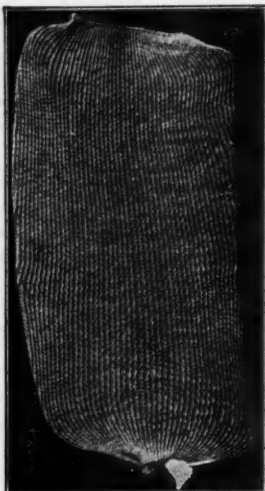
In 100 lb. Bags.....\$5.70
per cwt. f.o.b. Reserve, La.
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per cwt. f.o.b. Reserve, La.
Subject to usual sugar trade terms of
2 per cent cash discount.

*Specially prepared for the
Meat Industry in the mod-
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GODCHAUX SUGARS, INC.

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NEW ORLEANS, LA.

Let us have your inquiries. Delivered
prices, both carloads and less than
carloads, quoted on request.



To insure a clean and even
Bacon Slab

smoke it in a Stockinette Bag,
the same as you would a Ham.
We make Bacon Bags to fit all
size slabs.

*Details and prices furnished upon
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Selling Agent,
The Adler Underwear &
Hosiery Mfg. Co.

20 Mule Team Borax

Antiseptic

Cleansing

Deodorizing

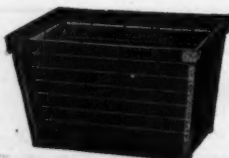
Use **20 MULE TEAM BORAX** when any cleansing is to
be done. It softens water. It cleans thoroughly. It in-
hibits the growth of the bacteria of decomposition, and
leaves things sweet and wholesome. It is especially good
when washing anything that comes in contact with meat,
because it is harmless.

PACIFIC COAST BORAX COMPANY

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NEW YORK

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When you
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Baskets

THINK
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**LIGHTEST STRONGEST
BEST**

A. Backus, Jr. & Sons
DEPT. N.
DETROIT, MICH.



THE OHIO SALT CO.
WADSWORTH, OHIO

Cut Out the Bumps and Save your Batteries

Ridgway Elevators Stop Level with Floors

"The very Nature of the Beast"

The Ridgway Elevator is a boiler-pressure hydraulic controlled by an accurately ground and scraped METALLIC valve which stops the platform level with floors.

A brake-controlled elevator can not be depended upon to stop level even in the hands of an expert operator. (Note the next office building you enter).

Electric Trucks Are the Coming Things

And Ridgway Elevators by steam (or air) are the coming elevators to handle the electric trucks.

Wise Management, using, or expecting to use, electric trucks (and most well ordered plants will), should take the matter of Elevators up with us.

See What They Are Doing in Other Places

We have photos and blue prints galore. Here is a sample of Ridgway Elevator users:

Morrison Chemical Co.
Dow Chemical Co.
Columbia Chemical Co.
Mathieson Alkali Works
Lehn & Fink Co.
Beckton Chemical Co.
Marathon Paper Co.
Thilmany Paper Co.
De Grasse Paper Co.
Flower City Paper Co.
American Writing Paper Co.

Nekoosa-Edwards Co.
United Gas Imp. Co.
Philadelphia Gas Wks.
Consolidated Gas, N. Y.
Consolidated Gas, Boston
Consolidated Gas, Balto.
Peoples Gas of Chicago
West Phila. Stock Yards
Reading Abattoir Co.
Miller & Hart
Roberts & Oake

John Morrell & Co.
Jones & Lamb Co.
Norwalk Tire & Rub. Co.
Rubber Regenerating Co.
Quahog Rubber Co.
Boston Woven Hose & Rubber Co.
Summit Thread Co.
Mercury Mills
John Farnum Co.
Meritas Mills
Chicopee Mfg. Co.

These and thousands more all shout

"HOOK 'ER TO THE BILER"

CRAIG RIDGWAY & SON CO.

Over 3,000 in daily use

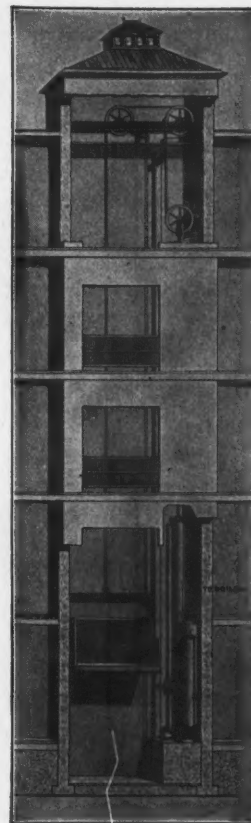
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Double Geared



Direct Acting



Uncle Jake says—

THE PRODUCT—THEN PROTECTION

Modern business feeds on ideas—marketing ideas—with manufacturer and merchant ever on the lookout.

A good product, of course, is the first essential idea but a good product properly protected is a marketing combination that invites a profitable volume of business at top-notch prices.

The K.V.P. Research Department will gladly make investigation to clear up any point of doubt, or to suggest the proper wrapper to insure your product reaching the consumer's table in first class condition.



Uncle Jake
of the

KALAMAZOO VEGETABLE PARCHMENT CO.

KALAMAZOO, MICHIGAN

Waxed and Parchment Papers Protect the Nations Food.



The Tub of Strength

Every National Woodenware Tub is made from finest wood and built to render the greatest degree of service. Located, as we are, in the heart of the Minnesota forests, we have at our command the best timber, so necessary to the proper manufacture of quality tubs. In addition, all woods are thoroughly kiln dried to prevent shrinkage and reduce waste. Also—we manufacture pails of various sizes to meet all requirements.

Write us
your requirements and
we shall furnish quotations. Prompt delivery
from stocks carried in
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Kansas City, So. Omaha,
Fort Worth, Oklahoma City
and St. Paul.

National Woodenware Company

West 43rd Street and S. Racine Avenue
CHICAGO

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

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Vol. 76

Chicago and New York, March 12, 1927

No. 11

How Packer Changed His Trade Mark

**Novel Plan Boosted Business and
Pleased Both Public and Retailers
While It Helped Packer Salesmen**

All manufacturers—and especially meat packers—realize the importance of their trade marks, and do everything possible to protect them and build up a name and reputation for them. Fortunes have been spent in advertising trade marks and the products on which they appear.

Most packers would no more consider giving up their trade marks than they would think of giving their plant away. Yet it occasionally happens that for some reason a trade mark outlives its usefulness, and should be changed.

Usually this process involves considerable loss to the owner. A trade mark of recognized value is discarded, making it necessary to build up a reputation on a new one at heavy expense, through advertising and publicity of various kinds.

Changed Trade Marks at Profit.

One packer, however, faced this situation and found a way to change trade marks at a profit. Public interest was aroused, and a great deal of word-to-mouth advertising of inestimable value was received.

The concern was the Rochester Packing Co., Rochester, N. Y., and the change involved giving up its famous "Blue Ribbon" trade mark which was well established in its territory. The story of how this company "cashed in" on the change is interesting, and offers suggestions for other packers who may be contemplating such a change also, but are hesitating because of the expense involved.

Adopting a New Trade Mark

By Eugene A. Curtis, Adv. Mgr.
Rochester Packing Co.

It is remarkable how many manufacturers of a line of branded articles seem sooner or later to face the necessity for

changing the trade-name of one or more of their products. Occasionally the trade-mark itself, for any one of a variety of reasons, needs to be altered or even discarded completely. Because such a step usually threatens uncomfortable losses, it is interesting to note that one company found a way to make the change with profit.

The Rochester Packing Company, Rochester, N. Y., had been marketing its products under the "Blue Ribbon" trade-mark. Though the corporation's activities are confined to its own state, the volume has grown rapidly and consistently. Housewives habitually ordered the company's goods by the "Blue Ribbon" name. Among the retail trade the merchandise was always referred to as "Blue Ribbon," and in informal conversations the company was spoken of as "the Blue Ribbon people."

Decide to Change Trade Mark.

On this highly favorable pinnacle had the name become established. Its trade-mark was quite as well known.

Then it was decided that a change was necessary, because of the confusion arising

from the great number of food articles (not meat products) made by other manufacturers under the "Blue Ribbon" name. An attempt to prevent their use of the Blue Ribbon name by legal action appeared inadvisable.

So the company, after careful consideration, decided upon the time-honored name contest idea, with interesting variations. The main reason for using the contest idea was to get the public to looking for the new name.

In themselves these variations were neither radically different nor startlingly

Offer Prize for New Name.

The first step in the plan was to offer the flat sum of \$1,000 for a new name. There were no second or third prizes.

Study of previous campaigns indicated that every contestant had his eye on the largest sum offered; that prizes after the first were acceptable when awarded, but aroused no added interest. Therefore, the capital sum was not divided—the contestant was to get the whole thousand dollars or nothing.

During the six weeks of the campaign people everywhere were heard discussing what they were going to do with "the thousand dollars" after they won it.

Only one piece of advertising copy was used. This, except for the two initial announcements, occupied a space of seven inches double-column twice a week in the principal newspapers where the company has dealers. The headline, chosen for its simplicity out of a score of suggestions, read "\$1,000 FOR A NEW NAME."

The copy, instead of relying on the attractions of a mere abstract fund, suggested several alluring uses for the money—a trip to Europe, first payment on a home or the start of an old-age nest-egg, for instance. This is believed to have been a wise move.

As to display, the border was composed of a line of ostensible five and ten dollar bills. At the head of the announcement two hands were trying to hold a collection of currency that overflowed their capacity.

The assistance of street car cards, outdoor advertising, store cards, and signs on the company's 49 trucks and salesmen's cars, was also used.

Getting Cooperation of Dealers.

The next big step was to bring dealers into the picture. Dealers were accustomed to the "Blue Ribbon" trade-name and would be apt to resent a change. To interest the dealer it was necessary to make it profitable for him to co-operate.

All names submitted in the contest had



THE PRIZE-WINNING TRADE MARK.

to be on blanks provided by the company. These could be secured only at a dealer's. The company did not furnish blanks, but told the public that the blanks could be secured at any dealer's.

Yes, any dealer's!

Not only were the company's customers interested, but every meat retailer in the territory was given a supply of blanks. Salesmen explained that this involved no obligation, and was intended to make participation easy for the public; and that if the retailer did not display and distribute these blanks he would be forcing his customer to go to a "Blue Ribbon" dealer for them. He saw the point.

Helping Company's Salesmen.

While maintaining the dealers' supply of blanks the company's salesmen visited each store from time to time. Thus the six weeks of the campaign gave every salesman opportunity for at least six calls on all non-customers in his district—calls when he was certain of receiving a more or less welcome reception. That is about all the chance a good salesman needs.

All dealers were given display cards to hang where customers could see them—"Ask us for entry blank."

And now for the results.

A million blanks were distributed, and more than 20,000 names were submitted, of which almost ten per cent were "Ropaco," obviously derived from the initial syllables of the corporate title. Although distribution is confined to New York state, replies came from such dis-



FRED M. TOBIN
President, Rochester Packing Co.

tant points as Baltimore, Los Angeles, Atlanta and Canada.

Two Men Tie for Prize.

The winning name was "Arpeako," a syllabification of the "R. P. Co.," also signifying "The Peak of Perfection," the company's new slogan.

It is interesting that 65 variations of this spelling were proffered. Two men—a carpenter and a college professor—spelled it in the accepted form, and each was awarded a trip to the factory and a thousand dollars. This duplicated award aroused much favorable comment.

The sales sheet showed a pleasing upward curve during and after the contest period. Deliveries of the company's goods throughout the campaign averaged above the normal. In addition, many new dealers were added as regular customers. A general and continuing increased absorption of "Arpeako" foods by the public has been another effect.

New Name Takes Hold on Public.

The new name did not win universal approval at once. That was hardly to be expected. For several weeks after the announcement of the awards conversations were rife, even among school children throughout the territory, in which the selection of "Arpeako" received both criticism and vigorous championing.

This is indicative not only of the widespread interest awakened by the contest, but of the ready remembrance of the newly-chosen name. The latter valuable effect was due in large part, no doubt, to the previously-aroused public attention.

All in all, the company feels confident that the change of name and trade-mark for its output has been accomplished with the minimum of loss, so far as identification by the consumer is involved.

All other visible effects have been on the profit side of the ledger.

Pork Production in the World War

Part Played by American Packer and Producer in Feeding World Both During War and Afterward

XXIV—What the Blockade Meant to Europe and to Prices in America

Untiring Efforts of Americans and British to Raise Blockade—Objections of French—Raising of Blockade in July, 1919—Merchants all over the World Waiting to Sell Goods to Liberated Countries—Means of Payment Lacking.

This is the twenty-fourth in a series of reviews of the book on "American Pork Production in the World War," by Dr. Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside story is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments made known.

THE NATIONAL PROVISIONER has the serial rights to the republication of this book, and these reviews will appear from week to week until the entire story has been told.

The French delegates had complained bitterly that the provision of the Brussels agreement to allow 370,000 tons of food-stuffs per month into Germany was a complete breakdown of the blockade.

As a matter of fact, it was nothing of the sort. This amount of food, if Germany had been able to obtain it all, would not have allowed her to build up stocks.

With the German army demobilized, and with German merchant and naval vessels in the Allies' hands, it would have been possible to break this stream of food on

a moment's notice. This threat made Germany utterly helpless, and she knew it.

Blockade Lifted for Food Only.

In reality the Brussels agreement represented no relaxation of the blockade beyond the controlled admission of specified amounts of food. Germany was still permitted to export only a limited list of commodities, and these only under specified conditions.

The American as well as the British delegates at Paris maintained that what Germany needed was still greater economic freedom and that this could safely be given to her without endangering the peace negotiations. It was their contention that Germany be allowed to get to work, to revive her industries and get her people employed.

It was only in this way that Germany could hope to repay any significant portion of the damages which she had done to the world. In order to bring about this revival it was essential that her trade be freed of all unnecessary restrictions.

This was what Mr. Hoover had proposed as far back as November, 1918, and he had kept insisting upon it, in season and out, as the logical thing to do for the good of the Allies themselves.

The French delegates, however, could not see this point. They wanted Germany to pay, but they were afraid to allow her to revive her industries. At the cost of a fearful war they had come out on top and they meant to maintain that position militarily, industrially, and commercially.

French Wanted to Remain Dominant.

The fact that Germany's tangible resources were far too small to pay the enormous reparations demanded, or that the only real source of reparations must be the product of German labor, had but little effect upon the French representatives. Germany must be forced to pay anyway.

As the time drew near for the submission of the peace terms to the Germans, there was much doubt as to whether Germany could be forced to sign on the dotted line. The terms were admittedly severe, but the Allies contended that as victors in a terrific and costly struggle they were entitled to dictate the peace terms and Germany was to be given no chance to argue. She was either to sign the terms as laid down or not to sign.

If Germany refused to sign, elaborate preparations were made to bring pressure upon her. The Allied armies were in readiness to cross the Rhine and occupy the whole of Germany if necessary.

Forcing Germany to Sign Peace Terms.

The blockade was to be enforced at once, and on the day that the peace terms were to be placed before the German delegates at Versailles, all merchant shipping of the Associated and neutral nations was

(Continued on page 54.)

Meat Packing Passes Three Billion Mark

Census Figures Show Packinghouse Product Output in 1925 at Highest Point in History of the Industry

For the first time since the war period meat packing in the United States in 1925 became more than a three-billion-dollar industry.

Based on the value of products the output in that year was \$3,050,286,291, as just announced by the U. S. Bureau of the Census.

Shows 18 Per Cent Increase.

This is an 18 per cent increase over the 1923 figures, which were \$2,585,804,140.

During the war years and the flush period that followed the packing industry reached the three-billion-dollar mark. Later, under the severe readjustment of values, the figures dropped to 2½ billions, although the industry continued to maintain its position of leadership in the nation's economic life.

It is significant that the value of the industry's output should again reach and pass this three billion dollar total in the more nearly normal year of 1925, in spite of growing difficulties in merchandising.

Packinghouse products valued at \$3,050,286,291 are reported by establishments engaged in the wholesale slaughtering and meat packing business for the year 1925, according to the preliminary announcement of the biennial census of manufacturers by the Department of Commerce.

This is an increase of 18 per cent over 1923, when the output of the industry was valued at \$2,585,804,140.

Fewer Establishments in 1925.

There were 1,269 establishments reporting in the 1925 census compared with 1,397 in 1923.

This industry classification covers establishments engaged both in slaughtering cattle, hogs, sheep, or other animals and in preserving all or a part of the raw stock by canning, salting, smoking, or otherwise curing it for the trade; establishments which purchase raw stock from slaughterhouses and preserve it; and establishments engaged in slaughtering only.

The leading items entering into the total for 1925 are as follows: Fresh beef, 5,064,507,621 pounds, valued at \$661,103,013; fresh pork, 2,827,926,362 pounds, \$516,468,750; cured pork, smoked, 1,236,004,732 pounds, \$336,121,817; cured pork, not smoked, 2,059,932,717 pounds, \$415,681,687; lard, 1,672,334,129 pounds, \$279,624,570.

Value of All Product Increases.

Every item shows an increase in value as compared with 1923, but decreases in quantities appear for fresh and cured pork and for lard. For nearly every product the rate of increase in price was greater than that in quantity, or an increase in

price was accompanied by a decrease in quantity.

The numbers of animals slaughtered in 1925 are as follows: Beeves, 10,853,921, an increase of 6.6 per cent as compared with 1923; calves, 5,775,640, an increase of 13.2 per cent; sheep and lambs, 13,616,405, an increase of 3.2 per cent; hogs, 48,072,511, a decrease of 15.7 per cent.

Of the 1,269 establishments reporting for 1925, 153 were located in Pennsylvania, 122 in Ohio, 110 in New York, 102 in California, 78 in Illinois, 61 in Indiana, 47 in Missouri, 39 in Maryland, 38 in New Jersey, 34 in Washington, 33 in Massachusetts, 32 in Kansas, 31 in Michigan, 27 in Colorado, 27 in Kentucky, 27 in Texas, and 308 in the remaining 32 States and the District of Columbia.

The statistics for 1925, as presented herewith, are preliminary and subject to such correction as may be found necessary upon further examination of the returns.

SUMMARY FOR THE INDUSTRY.

	1925	1923
Number of establishments.	1,269	1,397
Wage earners (average number) a...	120,422	132,792
Maximum month—		
Jan., 1925; Dec., 1923	131,970	141,163
Minimum month—		
Apr., 1925; Apr., 1923	113,193	126,216
Per cent of maximum.	85.8	89.4
Wages b.....	\$ 159,355,189	\$ 167,569,106
Cost of materials (including fuel, electric power, and containers) b.....	2,625,192,435	2,176,010,241
Value of products b.....	3,050,286,291	2,585,804,140
Value added by manufacture c.....	425,093,856	409,703,800
Horsepower.....	441,516	382,127

a Not including salaried employees.

b The amount of manufacturers' profits can not be calculated from the census figures, for the reason that no data are collected in regard to a number of items of expense, such as interest, rent, depreciation, taxes, insurance, and advertising.

c Value of products less cost of materials; in other words, the value created by the manufacturing processes. The cost of materials does not include wages, salaries, nor the items of expense specified in footnote b.

PRODUCTS, BY KIND, QUANTITY AND VALUE.

	1925	1923
Total value.....	\$3,050,286,291	\$2,585,804,140
Fresh meat, total value.....	\$1,448,988,739	\$1,261,140,882
Beef:		
Pounds.....	5,064,507,621	4,634,720,560
Value.....	\$ 661,103,013	\$ 607,468,593
Veal:		
Pounds.....	575,962,620	498,967,810
Value.....	\$ 87,188,927	\$ 71,681,481
Mutton and lamb:		
Pounds.....	521,903,094	510,903,661
Value.....	\$ 128,212,547	\$ 113,741,915
Pork:		
Pounds.....	2,827,926,362	3,265,684,201
Value.....	\$ 516,468,750	\$ 429,104,502
Edible offal and other fresh meat:		
Pounds.....	540,291,055	517,810,270
Value.....	\$ 50,965,502	\$ 39,144,391
Cured meat, total value.....	\$ 709,714,607	\$ 624,687,908
Beef, pickled and other cured:		
Pounds.....	84,196,641	75,054,209
Value.....	\$ 17,911,103	\$ 15,503,020
Pork, smoked: a		
Pounds.....	1,236,004,732	1,258,003,037
Value.....	\$ 336,121,817	\$ 255,194,565
Pork, not smoked:		
Pounds.....	2,059,932,717	2,642,681,796
Value.....	\$ 415,681,687	\$ 353,990,323
Canned meat and canned sausage:		
Pounds.....	118,576,431	95,133,635
Value.....	\$ 24,334,065	\$ 19,703,137
Sausage (not canned), sausage casings, meat puddings, head cheese, scrapple, etc.: b		
Pounds.....	995,277,915	809,996,515
Value.....	\$ 196,742,956	\$ 146,801,410
Lard:		
Pounds.....	1,672,334,129	2,131,993,455
Value.....	\$ 279,624,570	\$ 263,887,287

Hides, skins, and pelts, total value.....	\$ 113,904,642	\$ 91,220,083
Cattle:		
Number.....	11,052,893	10,350,336
Pounds.....	621,360,796	579,544,364
Value.....	\$ 80,797,328	\$ 66,006,635
Calf:		
Number.....	4,305,227	3,753,361
Pounds.....	56,093,473	47,005,334
Value.....	\$ 11,069,114	\$ 7,299,169
Sheep and lamb: c		
Number.....	10,266,730	10,895,410
Value.....	\$ 21,937,151	\$ 17,898,449
All other hides and skins:		
Pounds.....	1,053,926	536,576
Value.....	\$ 101,949	\$ 52,430
Hair, hog and other:		
Pounds.....	27,278,442	26,420,386
Value.....	\$ 2,111,079	\$ 1,800,044
Wool:		
Pounds.....	32,235,482	30,946,024
Value.....	\$ 23,428,648	\$ 19,097,117
Miscellaneous products, including custom or contract work d.....	\$ 196,480,985	\$ 157,459,702

a Includes a small amount of cooked hams.

b Not including production of establishments engaged primarily in the manufacture of sausage and sausage casings. The value of products reported by such establishments for 1923 was \$65,133,075. The corresponding value for 1925 has not yet been calculated but will be shown in the final reports of the present census.

c Exclusive of pickled sheepskins or slats, the value of which is included in "Miscellaneous products."

d Lard compounds and other lard substitutes, oleo oil and oleo stock, other oils, tallow, grease, soap stock, lard oils, stearin, oleomargarine, soap, cottonseed oil, vegetable oils, ice, peanut butter, mince meat, drugstore preparations, cracklings, cheese, butter, fertilizer, fertilizer materials, glue, stock feed, tails, switches, beef heads and feet, horns, horn tips, pickled sheep skins, sheep slats, etc., and revenue from purchase and sale of livestock. Meat, and produce, and from custom slaughtering. A number of these commodities—namely, lard compounds and other lard substitutes, oleomargarine, grease, tallow, and fertilizer—are made as major products of other industries, the reports for which have been published separately. Only the value of the production in the slaughtering and meat-packing industry is included in this item.

ANIMALS SLAUGHTERED, BY CLASS, NUMBER AND WEIGHT:

Class	1925	1923
Beeves:		
Number.....	10,853,921	10,178,496
Weight on hoof, lbs.....	10,301,234,511	9,099,634,463
Weight dressed, lbs.....	5,434,422,717	5,151,427,557
Av. weight on hoof, lbs.....	949	890
Av. weight dressed, lbs.....	501	506
Calves:		
Number.....	5,775,640	5,100,012
Weight on hoof, lbs.....	1,008,789,101	844,962,137
Weight dressed, lbs.....	624,532,969	535,054,373
Av. weight on hoof, lbs.....	173	164
Av. weight dressed, lbs.....	108	105
Sheep and lambs:		
Number.....	13,616,405	13,193,856
Weight on hoof, lbs.....	1,106,770,374	1,060,268,890
Weight dressed, lbs.....	531,804,033	515,021,945
Av. weight on hoof, lbs.....	81	80
Av. weight dressed, lbs.....	39	39
Hogs:		
Number.....	48,072,511	57,015,292
Weight on hoof, lbs.....	10,603,099,337	12,631,881,880
Weight dressed, lbs.....	7,864,746,885	9,439,144,711
Av. weight on hoof, lbs.....	220	222
Av. weight dressed, lbs.....	161	166

NUMBER OF ESTABLISHMENTS AND VALUE OF PRODUCTS FOR LEADING STATES:

State	Number of establishments.	Value of products.
United States.....	1,269	\$3,050,286,291
Illinois.....	78	680,591,940
Kansas.....	32	248,939,792
New York.....	110	233,901,277
Iowa.....	23	213,741,084
Nebraska.....	17	198,020,335
Minnesota.....	14	182,555,429
Missouri.....	47	175,392,412
Ohio.....	122	128,777,965
Pennsylvania.....	153	128,347,290
California.....	102	115,787,976
Indiana.....	61	91,988,043
New Jersey.....	38	84,459,171
Texas.....	27	79,208,777
Wisconsin.....	18	70,783,049
Massachusetts.....	33	60,710,531
Michigan.....	31	53,932,676
All other States a.....	363	303,137,954

a Alabama, 8 establishments; Arizona, 8; Arkansas, 3; Colorado, 27; Connecticut, 4; Delaware, 10; District of Columbia, 9; Florida, 6; Georgia, 10; Idaho, 17; Kentucky, 27; Louisiana, 7; Maine, 11; Maryland, 39; Mississippi, 3; Montana, 21; Nevada, 2; New Hampshire, 1; New Mexico, 2; North Carolina, 3; North Dakota, 1; Oklahoma, 7; Oregon, 23; Rhode Island, 8; South Carolina, 4; South Dakota, 4; Tennessee, 16; Utah, 10; Vermont, 1; Virginia, 23; Washington, 34; West Virginia, 10; Wyoming, 4.

What Happens to Hog and Consumer's Dollar

What happens to the hog in the packing plant, the division of the consumer's meat dollar, and the trends of average monthly prices and receipts of cattle, sheep and hogs at Chicago for the past two years are among the interesting features of the 1927 Swift & Company Year Book.

The packing plant's interest in the hog is charted, beginning with buying. Then the channels through which the meat

travels before reaching the retailer and the ultimate disposition of the by-products show graphically how the modern packing plant finds an outlet, not only for all edible portions of the hog, but for every bit of the inedible as well.

The Consumer's Dollar.

Just what becomes of the dollar the consumer invests in meat is given, as a result of studies based on figures of the U. S.

Department of Agriculture. This division is as follows:

	Per Cent
Consumer pays for beef.....	100.0
Retailer's expense and profit....	22.0
Packer's expense and profit.....	15.5
Transportation and marketing expense (live animal—beef content)	4.7
Farmer receives for beef content of his animal.....	57.8
Farmer receives for by-product content of his animal.....	12.9
Farmer receives for beef and by-products	70.7

"The figures shown here may seem surprising to the person who compares a ten-cent steer with a 60c porterhouse steak," the book points out. "He forgets, however, that a porterhouse steak is a very small percentage of the dressed weight and that the cheaper cuts bring the average price of the entire carcass down to a relatively low figure."

Trend of the Hog Supply.

Sharp fluctuations in the supply of hogs from year to year, so troublesome to the industry, were studied and the following reasons given:

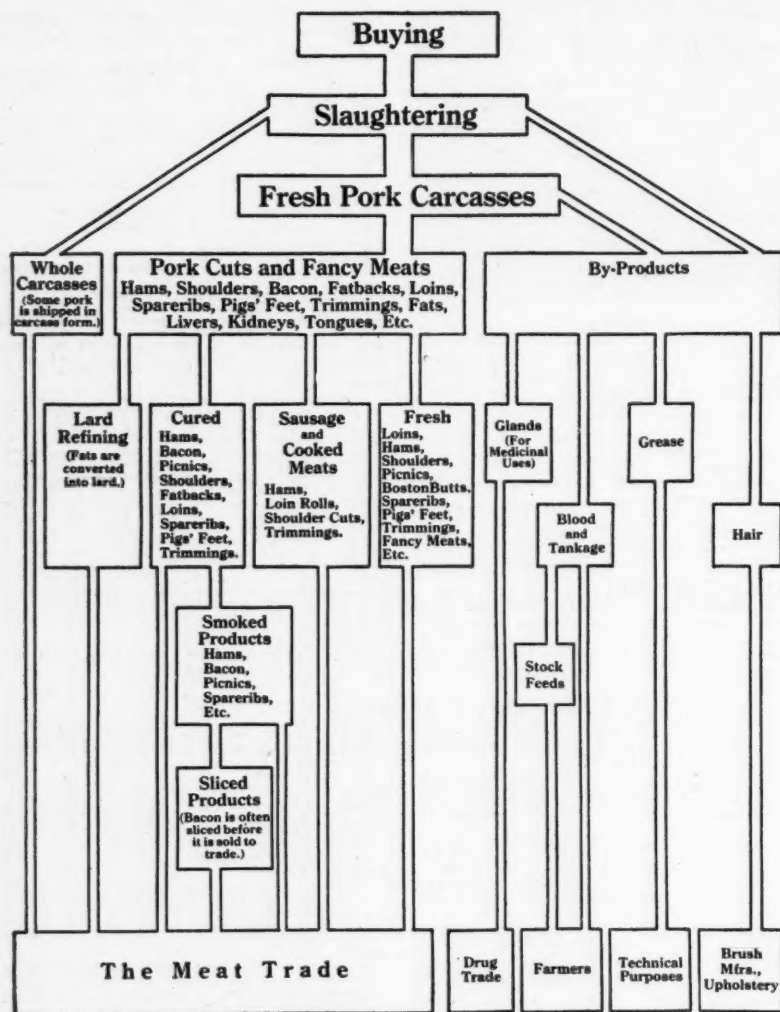
"Hog production moves in cycles of remarkably uniform length," it is pointed out. "The general rule is two years up and two years down. The reason for this is that when there is a year of heavy hog production, the additional supply causes the price of hogs to decrease and the larger demand for corn for feeding purposes causes the price of corn to increase. This combination of low hog prices and high corn prices results in small profits in hog feeding operations. Producers thereupon decide to raise fewer hogs the next year."

The story of Swift service is current throughout the book, which contains the address of President L. F. Swift to the company's 47,000 shareholders reviewing the business of the past year and the outlook for the future; the treasurer's report showing net earnings of \$15,645,242.65 in 1926; a livestock review for the calendar year; and a discussion of the four-year hog production cycle, the complexities of the pork business, and the trend in demand for lighter beef.

Special articles are devoted to the company's contribution toward the solution of the farm problem; the low cost of marketing butter and eggs; something of marketing costs and Swift & Company's export relationships; the research work done continuously improve the quality of manufactured products; and matters of historical interest relating to the founding of the Swift business.

It is with pride that the company points to its more than 200 employees who have been in its service for 35 years or more.

A center spread showing a map of the United States, with detail of the company's packing and produce plants and its distributing centers is an informative feature of the publication. The book contains 54 pages, extensively illustrated.



WHAT HAPPENS TO HOG IN THE PACKING PLANT.

This interesting chart shows graphically how the various parts of the hog carcass are utilized in the packing plant. The carcasses are broken up and used in many ways—for fresh, cured and smoked products, ready-to-eat meats, lard, etc. The by-products eventually reach many trades, including the drug trade, the farmers, brush makers and others. Chart from Swift & Company's 1927 Year Book.

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Value of the Foreman

Business in general, and the meat indus-
try in particular, is coming to realize more
and more what a very important part the
foreman plays in determining its profits.
It has been truly said that the foreman is
the "key man" of the industry.

As evidence of this growing recognition
of the importance of the foreman the De-
partment of Manufacture of the Chamber
of Commerce of the United States points
to the fact that the number of courses in
foremanship training increased several
hundred per cent in a year's time. It lists
a total of 324 courses conducted on an
organized basis from June, 1925, to 1926,

One hundred eighty-five of these courses
were given by state vocational educational

institutions, 109 were given by private
agencies and 30 as state university exten-
sion courses.

"There are reasons," says the depart-
ment in a bulletin on the subject, "for the
rapid growth and permanent status of
foremanship training.

"One company finds an increased pro-
duction with a decreased personnel as the
outstanding result which it attributes to
better foremanship.

"Another finds, through better coopera-
tion on the part of the foremen, a con-
siderably reduced inventory of material in
process; another finds closer cooperation
between the foremen and the inspectors;
another, less labor turnover due to more
intelligent handling of the human element;
still another, better employer-employee
relations throughout; and thus we might
quote many other experiences given us.

"There still remain some baffling prob-
lems. Accumulated experiences and re-
sults show that foreman training, to be
most successful by the class or confer-
ence method, requires trained or expert
direction. The large organization has
work enough to keep one or more men
busy all the time in improving foreman-
ship and thus can have expert direction."

Packers, large or small, who choose their
foremen carefully and train them properly
will find themselves repaid many times
over for their efforts along these lines.

Watch Your Step!

Hogs at Chicago have been selling at
an average price of 11½¢ a pound or over
for some time. The spread in prices has
not been wide, and heavy as well as light
hogs have held within a narrow range.

This means that all product costs, on an
average, at least 16½¢ per pound, provid-
ing the return on edible and inedible by-
products will balance the labor, overhead
and killing costs up to the time the product
is ready to be sold green or to go into
cure.

A lot of the product from these hogs
sells for less than 16½¢ a pound. All
averages of green and cured picnics and
all dry salt meats have been well under
this price, to say nothing of the loss of
4 to 5¢ a pound on lard.

Added to the original cost of the green
meats must be the cost to sell, freight,
selling overhead, etc. It will take close
merchandising to come out on top in such
a situation.

Too many packers believe they must
sell product at the price made by others
rather than on the basis of their own
costs. Some very clever merchandisers
have made money during difficult selling
periods by refusing to cut their prices

below a profitable margin and have relied
on quality product and salesmanship to
guarantee their outlet.

They establish a clientele, keep in close
touch with it, and see that it is always
taken care of with the right kind of
product. Thus they can readily prove to
their customers that year in and year out
this is the cheapest way to buy, and conse-
quently suffer little from the cut-price
practices of others.

More thought to "buy right," "make
right" and "sell right" and less to what
the other fellow is doing would bring
better returns to most packers.

Meat Production in 1926

In a review of meat production in 1926,
the U. S. Department of Agriculture calls
attention to the enormous quantity of all
kinds of meat manufactured in spite of the
hog shortage during the year. This pro-
duction exceeded that of every other year
since 1906, with the exception of 1923 and
1924, when such large numbers of hogs
were marketed.

The total production was 240,000,000 lbs.
heavier than that of the previous year.
This very easily explains the reason why
the smallest supply of pork products since
1921 was quite sufficient to meet the need
at prevailing high price levels, and why
packers' storage stocks throughout the
year were relatively heavy in spite of
limited supplies of hogs.

The source of this surplus production of
meat was cattle and sheep. Oversupplies
here not only made up for the shortage
of pork but produced the huge surplus.

Cattle were marketed in liberal supply
and carrying much flesh. The year of
heaviest marketing of cattle was 1918, but
more beef was produced in 1926, the
animals averaging 47.6 lbs. per head
heavier in the latter year and producing
more quality beef.

The production of mutton and lamb in
1926 was the largest since the four years
preceding 1915, when there was a surplus
production of this class of meat.

While hog production fell off in marked
fashion in 1926, hogs were heavier by 10
lbs. per head than in the previous year.
This resulted in a larger production of
pork than was anticipated from the
number of hogs slaughtered.

One interesting feature of the whole re-
view is that in spite of the large increase
in meat production, the per capita con-
sumption of meat was slightly lower. This
is attributed to the increase in population
of some 2,000,000 persons per year. Meat
production appears not to be keeping pace
with consumptive demand, although price
levels are doubtless an important factor
in this demand.

PRACTICAL POINTS FOR THE TRADE

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Making Liver Sausage

This sausage maker is getting poor results with his liver sausage and wants formulas and directions. He says:

Editor The National Provisioner:

We have been making liver sausage, but are not satisfied with our product. Will you give us recipes for a good liver sausage, also for Braunschweiger?

All kinds of liver sausage formulas have appeared previously in THE NATIONAL PROVISIONER, but for the benefit of this subscriber and others who have not kept a file, these formulas and directions are repeated as follows:

Liver Sausage in Hog Bungs.

Meat formula is as follows:

Meats:

- 15 lbs. fresh pork cheek meat
- 50 lbs. hog livers
- 15 lbs. S. P. ham fat
- 20 lbs. pickled pork underlips or snouts

100 lbs.

Seasoning:

- 6 oz. white pepper
- 2 oz. ground mace
- 1 oz. ground marjoram
- 1/2 oz. ground cloves
- 4 lbs. onions, peeled
- 3 lbs. salt (if all meats fresh)

Cereal is optional.

Method of Handling.—Cook meats in nets separately at 212° for the following periods.

Livers, 45 minutes.

Beef cheeks, 1 3/4 hours (if substituted for pork cheeks).

Pork cheeks, 1 hour.

Underlips or snouts, 1 1/2 hours.

Ham fat, 20 minutes.

Cooking of meats should be left largely to judgment of the cook; however, they should be thoroughly cooked.

Grind all cooked meats through fine plate of Enterprise hasher; also onions. Put in mixer, adding spice, flour, salt and jelly water. Water in which meats were cooked should be used. Mix about 6 minutes.

Put in box truck and chill in cooler about 1 hour at 36°.

Stuff tight in hog bungs which have been cut 13" long; none to be less than 10" in length. Tie with 3-ply silver sail twine, knotting string to hang on sticks.

Rinse in hot water, cook 35 minutes at 175°, then rinse in hot water. Chill in ice water. Then hang on truck and put in cooler to chill before packing at about 36°.

Another Liver Sausage Method.

An "old timer's" method of making liver sausage is as follows:

Cut the livers in two and soak for half an hour in cold water. Then boil them for at least an hour. Then run livers through grinder with onions.

Cook together all kinds of pork head meat until thoroughly done, then run through 1/2 in. plate of chopper. Mix with liver, onions and other seasoning, and add some of the cook water, including the grease, in which the head meat has been cooked.

After thoroughly mixing, stuff either in hog bungs or beef rounds. When the product is stuffed, boil for 10 minutes, just long enough to cook the casing.

It is claimed that this liver sausage will keep well, and that it will not turn red.

Braunschweiger or Smoked Liver Sausage in Hog Bungs.

One formula for this product is as follows:

Meats:

- 50 lbs. fresh pork livers, trimmed
- 30 lbs. fresh regular pork trimmings
- 20 lbs. fresh pork cheeks or head meat

100 lbs.

Seasoning:

- 3 lbs. salt
- 5 lbs. onions, peeled
- 6 oz. ground white pepper
- 2 oz. ground ginger
- 4 oz. granulated sugar
- 1 oz. ground nutmeg
- No cereal or water

Another formula is as follows:

Meats:

- 32 lbs. fresh hog livers
- 68 lbs. lean pork trimmings

100 lbs.

Seasoning:

- 2 lbs. 12 oz. salt
- 8 oz. ground white pepper
- 1/2 oz. marjoram
- 3 oz. granulated sugar
- 1/2 oz. mace

Handling.—Soak the livers for a couple of hours in cold water. Some prefer to chop the livers in the raw state after soaking; in other cases the livers are scalded for 10 minutes at the boiling point before chopping. However, there is a good deal

of advantage in soaking them and drawing out the excess blood.

Cook the meats in nets separately at 212 degs. for the following periods: fresh pork cheeks, 45 minutes; fresh regular pork trimmings, 30 minutes.

Chop pork livers, regular pork trimmings, pork cheeks or head meat all together in the silent cutter for about 15 minutes, or to a very fine consistency, adding 10 lbs. of hot meat liquid and spices during chopping process.

When thoroughly chopped, remove from silent cutting machine, put into meat truck and take to cooler to chill for about two hours before stuffing, so that the meat will cool off and show more firmness.

Stuffing.—Then stuff in export hog bungs, cut 28 inches in length. Tie with 3-ply silver sail twine, knotting string to hang on sticks.

After product is stuffed, rinse off with hot water to remove all sediment on the outside of the container which accumulates during the stuffing process.

Cooking.—Then take to cooking room and cook one hour at a temperature of 175 degs. Remove from cook vat and rinse off with hot water.

Then chill in ice water for about two hours.

Smoking.—When chilled, hang on sticks and take to smokehouse and smoke at a temperature of 115 to 120 degs. for from 3 to 4 hours, using hardwood or hardwood sawdust.

Remove from smokehouse and take to storage cooler at a temperature of 36 to 40 degs., and allow to chill for at least 12 hours before shipping or sale.

Getting Rid of Odors

Odors about rendering plants are the source of a great deal of worry to the plant owners and many methods have been taken to reduce them or to overcome them.

A Western renderer, seeing the first of a series of articles on "Odor Elimination" in THE NATIONAL PROVISIONER of Feb. 12, writes as follows:

Editor The National Provisioner:

We have studied your article in the issue of THE NATIONAL PROVISIONER of February 12 on "Methods of Chlorine Treatment of Packing Plant Rendering Odors" and would like to know if we could not overcome these odors by piping the vent from the hot well to the underside of the boiler grates, there to be destroyed by the fire.

We use a condenser with 34 foot fall to the hot well on our melters. If by conducting the non-condensing gas to the boiler, would this method destroy the non-condensing gases?

Would the water to the sewer give up odors?

The piping of the vent from the hot well to the underside of the boiler grates would destroy the odors coming off of the hot well.

There would be odor, however, which would come from the sewer manholes into which the hot well discharged. Under such an arrangement as the inquirer suggests, the water from the hot well would keep giving off odor after it reached the sewer.

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 2c stamp.

Yields on Boiling Hams

What method can be used in figuring net yields on boiling hams? A Western packer has a method, but it is not entirely complete, he thinks. He writes as follows regarding this:

Editor The National Provisioner:

Can you help me to find a nearly accurate method of figuring net yields on boiling hams?

For instance, take a single ham, just out of cure. Deduct the bones and fat, arriving at the B. F. & T. weight. Then cook this ham and get the cooking shrink. Put in cooler until it is wrapped and get the cooler and selling shrink.

In other words, if I had a 24 lb. ham to begin with, what average would it finish at?

The inquirer wants an accurate method of figuring net yields on boiling hams. For instance, he says, if he had a 24 lb. ham to begin with, what would be the average weight of the finished ham?

He briefly describes his method of calculating shrink, but is not satisfied with his results.

His method of finding shrink seems to be well in line, but the idea of making a test on a single ham is impractical.

Perhaps the most desirable way to run a test is to take 50 pieces of S. P. hams which have been removed from the curing vats strictly at cured age. A standard drainage allowance of 4 per cent should then be taken into account.

Then remove the fat and bones, weighing each separately and get the exact percentage of bones and fat. Add the weight of the bones and the fat and deduct from the S. P. drained weight. This will give the weight of the hams ready for cooking.

If there is a wide range in the average of the hams, it will be necessary to weigh each ham and grade them as close as one-half pound, going into the cook vat so as to hold the cooking shrink down to a minimum.

There are different methods of cooking. Some cook under the steam process and others in hot water, and cooking schedules vary considerably. If a well cooked ham is desired, it should be cooked at 28 to 30 minutes per pound at a temperature of 160 degrees.

At the expiration of the cooking time remove from the vat and place in cooler and allow to chill for 24 hours. If cooked in containers, send both container and ham to cooler. Then remove from the containers and wipe the hams off with a moist cheese cloth and weigh up for the first chilled weight.

The difference between this chilled weight and the net weight of the S. P. hams—that is, after allowance for drainage, fat and bone—will represent the actual cooking shrink, based on a chill of 24 hours.

If the hams are not shipped at the end of a 24 hour chill, then weigh again at the end of 12 hours to determine the cooler or chilling shrink.

The net weight deducted from the S. P. weight will give the total shrink in pounds.

Complete instructions for making boiling hams have appeared in previous issues of THE NATIONAL PROVISIONER. Copies can be obtained by subscribers by sending a 2c stamp, with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Watch this page for pointers.

Blood in Small Plant

What use can be made of blood in a small plant? A slaughterer having a considerable quantity of blood wants to make use of it. He says:

Editor The National Provisioner:

We want to make the best use of blood possible. Can you tell us how to make fertilizer from it?

The inquirer wants to know how to make fertilizer from blood. When this product is used for fertilizer it is usually mixed with other tankage.

However, a blood meal can be produced which is made of pure blood, dried and put through a 40-mesh screen. This is used for animal feed.

The blood and slime from the casing room are usually put together in a coagulating tank. This tank is generally a cylindrical cone bottom tank fitted up with an open steam line in the center bottom of the cone.

When the tank is filled it is cooked with steam until the contents coagulate to the consistency of liver. It is then left to stand, so that the coagulated blood and water will coagulate.

This coagulated blood is then sent to the dryer. It can be mixed with other tankage before it is dried or after, as preferred.

If sold as blood meal, it will be necessary only to screen the dried blood and sack it. The blood should be allowed to cool after sacking before piling the sacks, otherwise it loses a great deal of its ammonia content.

Blood deteriorates very rapidly after slaughtering, therefore it should be cooked as soon as possible and rapidly. The fresh blood should fill the tank only a little over half way, otherwise it will cook over and waste.

Tallows and Greases

How about your tallows and greases?

Are you turning out the maximum quantity of high grade material, or is too large a proportion going into lower grades? The difference between high grade and lower grade tallows and greases is sometimes due to carelessness or ignorance.

Directions for making white or brown greases, oleo oil, tank oil, mutton oil, etc., have been prepared by THE NATIONAL PROVISIONER. They are reprinted in handy leaflet form, and may be had by subscribers by sending in the coupon below, together with a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on Tallows and Greases.

Name

Street

City

Enclosed find 2 cent stamp.

Operating Pointers

For the Superintendent, the Engineer and the Master Mechanic

IDLERS, BELTS AND PULLEYS.

By W. F. Schaphorst, M. E.

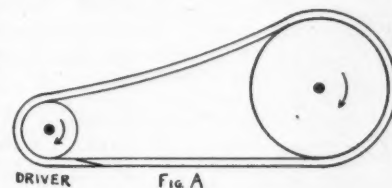
Not long ago I read this in a prominent engineering journal:

"This idler is near the driven pulleys, which is contrary to the best engineering practice."

It is not poor engineering practice to place an idler pulley near the driven pulley when the driven pulley is the smaller of the two. The best practice is to always place the idler close to the small pulleys, regardless of whether it is the driven or the driving pulley.

It is also stated that if a belt is run against the lap, the belt is liable to go to pieces if moisture is in the room.

The direction of the lap is dependent more upon the direction of slip than it is upon the direction of motion of the belt. Since slip is usually greater on the smaller pulley than on the large pulley, and since slip is always toward the tight side, it is evident that in a drive such as shown in Fig. A, with the small pulley as the driving pulley, the direction of the lap should be in the direction as indicated so that the joint will have as little tendency to roll or peel as possible.

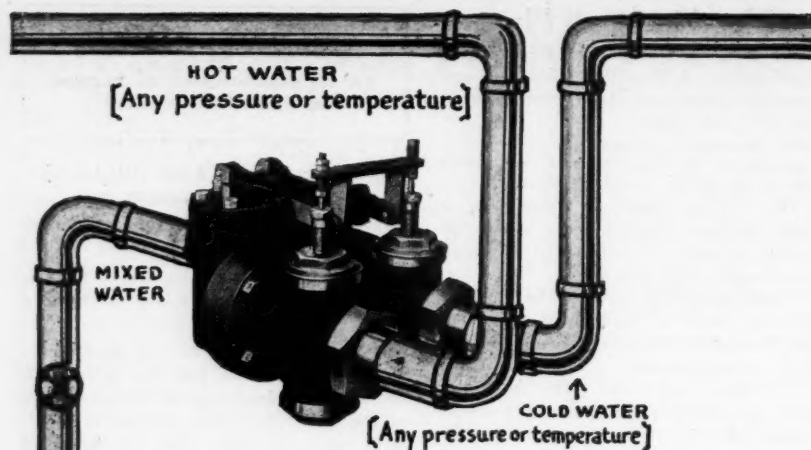


True, when the joint is on the large pulleys, the slip is in the opposite direction and there is a tendency to peel or roll. But the peeling tendency is less severe than when the joint is on the smaller pulley.

The direction of motion of the belt which was at one time regarded as the criterion is therefore of less importance than the question: "On which pulley is the belt liable to slip most?" The answer is: "Slip is always greater on the smaller pulley."

The same writer recommended facing pulleys with leather. I would discourage the use of leather covers unless absolutely necessary, because such covers are conducive of excessive wear. If a drive is properly designed, if the belts are wide enough, and if the pulleys are large enough, there is seldom any necessity for leather or canvas covers.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



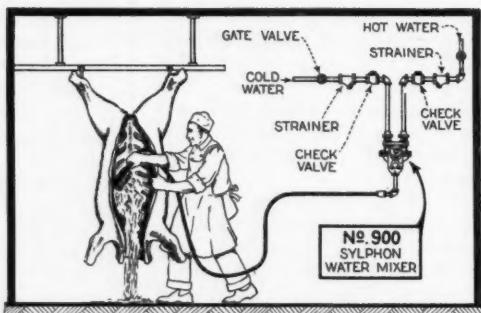
Sylphon Water Mixers Guarantee Properly Washed Sides of Beef

You know that the final appearance of beef sides in the sales coolers depends absolutely on the temperature of the water used in the wash brushes.

You can be sure of always having water at 100° F. for this operation if you install a Sylphon Water Mixer.

Easily connected to the hot and cold water supply lines, it automatically delivers mixed water at the exact temperature for which it is set. The hot water supply must be maintained above this temperature, of course, but the instrument operates dependably in spite of any changes in temperature or pressure of either hot or cold water supply lines. The Sylphon Thermostatic Water Mixer will not get out of order, and requires no supervision whatsoever.

Ask for Bulletin NPT-110



Sylphon Water Mixer installed to supply 100° F. water for the washing of beef sides.



The Sylphon Bellows, used as the motor element in all Sylphon instruments, is the most accurate, flexible and durable temperature control unit known.

THE FULTON COMPANY KNOXVILLE, TENN.

Originators and Patentees of the Sylphon Bellows
Sales offices in: NEW YORK, CHICAGO, DETROIT,
BOSTON, PHILADELPHIA,
and all principal cities in the U. S.

European representatives: Crosby Valve & Engineering Co.,
Ltd., 41-42 Foley St., London, W. I., England. Canadian rep-
resentatives: Darling Bros., Ltd., 120 Prince St.,
Montreal, Canada.

TRADE GLEANINGS.

The mill of the Lauderdale Oil Mills, Meridian, Miss., is being remodeled at a cost of \$300,000.

P. E. Culver, Seymour, Texas, has installed an abattoir in connection with his retail meat market.

Wendolin Lipp of Broken Bow, Nebr., is erecting an abattoir for use in connection with his meat market.

The Central Market Co., Inc., 64 Pickering Square and 87 Broad Street, Bangor, Maine, is now known as the Penobscot Beef & Provision Co.

The abattoir of the Turvey Packing Co., Blackwell, Okla., of which George Turvey is manager, is being remodeled and enlarged. When finished the plant will have a capacity of about 700 hogs a day.

The firm of Peter Echrich and Sons, Inc., plan to erect a sausage, smoked meat and meat specialties plant in Kalamazoo, Mich. The company already has plants in Fort Wayne, South Bend and Gary, Ind., and the new Michigan plant will be used as headquarters.

A new \$25,000,000 stock yards, known as the Union Stockyards of South San Francisco, Calif., has just been opened there. The president of the new company is William H. Byrnes. After the dedication ceremonies on the day of the opening, guests were entertained with a barbecue.

The Herrud Co., well-known manufacturers of sausage and ready-to-eat meats, Grand Rapids, Mich., are moving into their new \$40,000 building. Capitalization of the company was recently increased from \$35,000 to \$50,000. Officers of the company are: President, Andrew Herrud; vice-president, R. V. Lindeman; secretary and treasurer, Carl S. Herrud.

The meat packing plant of Cadwell, Eisenlauer & Kelly, wholesale meat dealers in Hanford, Calif., will be extended, according to an announcement made by R. R. Cadwell. The firm have just sold their City Meat market, a retail meat shop, to the Justensen Modern Grocery, a chain of stores with headquarters in Redley, Calif., and will continue hereafter in the wholesale meat business only.

MEAT AND LARD IN ENGLAND.

The importation of all meats and lard into the United Kingdom during the year 1925 were less by 1½ per cent than those of the previous year, which totaled 1,514,000 tons, according to the report of the U. S. Department of Commerce. The decrease was accounted for by a reduction in receipts of pork products, with the single exception of fresh pork, bacon having dropped five per cent, hams seven per cent, and lard nine per cent. Fresh pork recorded a gain of 27 per cent.

A forerunner of shifting trade channels may be indicated in decreases in imports of pork products from the United States, Denmark, Sweden and Ireland compared with increases from Holland, The North Baltic States, Russia and Poland.

There is no doubt that Poland, Russia, Latvia, Bulgaria and, to a small degree, Germany, must in 1927 be considered as factors in this trade. This is borne out by the import statistics for the year, which show substantial reductions in receipts from Denmark, United States and Canada with a corresponding increase approaching 100 per cent in amounts received from "other countries."

A Page for the Packer Salesman

Must Know Your Industry Packer Sales Manager Says This Is a Vital Point

It's not enough merely to know your product thoroughly, says this packer salesmanager. That is essential, of course, and is the first requirement, but it takes more than that to be a success at selling.

You must keep abreast of the entire industry and know all you can about it and about your competitor.

You should be able to answer questions that your retail customers want to know about the industry in general and about their own problems in particular.

The best way to do this, he says, is to read your trade magazine and keep a scrap book of clippings that interest you or will be of value to you. If you don't some better-informed salesman will come along and take your trade away from you.

Read his letter:

Editor THE NATIONAL PROVISIONER:

The first requirement of a packer salesman, of course, is to know his product. Most of them face keen competition, but if they are fully acquainted with their product—its quality and value, something of how it is made, and its relative price level—they are in an infinitely better position to put their sales over.

Many salesmen, it is true, are well informed regarding their own company, but how much do they know about their competitors or their competitors' methods. What talking points do they have to overcome the competition offered by a better informed salesman?

Salesman Should Know His Industry.

The high class, successful salesman knows a good deal about his industry. He does not sell blindly. The salesman who "bluffs it through" may be successful for a while, but he falls down when he faces informed competitors.

A salesman well informed about his industry is a more valuable man to his company than is the one who works on a hand-to-mouth basis. And he is likely to stay in the industry longer; he learns to think of it as "his industry," and takes a pride in it.

Another great advantage that the informed man has lies in his ability to answer questions that arise in the mind of the retailer. Or perhaps the customer has been having trouble with the product he handles or manufactures in a small way.

Can "Cash In" on Ability to Help.

The salesman who can help him or can get the information for him stands a much better chance of keeping his good will and his business than the man who can not or will not help.

Any salesman really interested in getting ahead should subscribe to his trade magazine—THE NATIONAL PROVISIONER—and keep a scrap book of every item of

interest to him in every issue. In that way he will be able to keep abreast of his industry and will be able to render the real service that is the basis of success.

Yours truly,
PACKER SALESMANAGER.

THE LOW MAN.

What is more undignified than a man who being avowedly in business to make money is compelled (or thinks he is compelled) to sell for a price that nets him no profit—to take less for an article than it is worth?

He knows he is entitled to a reasonable margin, he needs it desperately, but—he *doesn't know how to get it.*

He lacks ability, or what sometimes takes its place, courage. He takes the easiest road although he knows in her heart it leads nowhere but to failure, and becomes that unwholesome, unnatural figure, a "price-cutter."

His sin is more pathetic than malicious. H. N. Casson says in a current periodical:

"The price cutter is worse than a criminal—he is a fool.

"He not only pulls down the standing of his goods; he not only pulls down his competitors; he pulls down himself and his whole trade. He scuttles the ship in which he, himself, is afloat.

"Who gets the benefit of price cutting? "Nobody.

"No manufacturer can permanently keep up the standard of his goods if the price is persistently cut. Pretty soon he is compelled to use cheaper materials, and to cut down the wages of his workers.

"He admits his own failure as a salesman. He admits he has been defeated according to the Marquis of Queensbury rules of business. He admits he cannot win by fighting fair.

"He brands himself as a hitter-below-the-belt.

"If the business world were dominated by price-cutters, there would be no business at all."

Certainly a price may be *too cheap for both buyer and seller.*—The Storm Signal.

PRICE.

Price is the first thing many customers ask when approached by a salesman. It automatically offers the customer a chance to compare your products with inferior grades.

Remember that price means nothing until value is established. Sell your product on its merits—then quote your prices. —Meat Trade Topics.



EVERY LIVE SALESMAN'S AMBITION.

Two Parts to Selling Job Must Collect Accounts Promptly As Well as Sell Meat

There are two parts to your job, Mr. Salesman.

One is to sell as much meat and meat products to as many dealers in your territory as possible. The other is to "follow through" on your sales and make your collections promptly.

Close and harmonious relations between the salesmen and the credit department are essential for best results to both, says an article in *Meat Trade Topics*. It says:

Some salesmen are inclined to chafe under the terms laid down by the credit department in handling dealers' accounts.

Primarily, the duty of a salesman is to sell his company's product on a profitable basis—as much of it to as many dealers as is humanly possible.

Volume Alone Not Enough.

A salesman's big volume doesn't mean much to his company if it cannot collect for the meats delivered to his store.

A salesman is judged by his company on the strength of his merchandising value—his ability to sell meats with the minimum of grief accruing to the company on his combined transactions with the respective dealers.

With this thought in mind, it is imperative that the packer's salesman give a thought to the need for a perfect and amicable understanding between himself and the credit department, for if there be the slightest friction, it is bound to be reflected in the salesman's efficiency.

Collections Must Be Prompt.

All packers' financing programs are based on a quick turnover of accounts receivable, and any difficulty in getting the dealers' cash works a distinct hardship all along the line.

It should be remembered that the salesman's salary is one of the scores of items involved, to say nothing of live stock purchases and operating expenses.

A successful salesman is, primarily, one who can sell goods to dealers who had no buying thoughts before the visit of the salesman, and who also has the happy faculty of "following through" on his sales; that is, making collections and making them promptly.

On the other hand, if the credit department feels that a certain salesman will go the limit in protecting credits, mainly through close collections, it will feel justified in relying on that particular salesman's orders.

The thought to retain, then, is for salesmen to consider that they are rendering a legitimate service to their companies by keeping close tabs on their collections.

His Last Invitation.

"Well, thank heaven, that's over with."

"What is?"

"I've dined with the hostess. Have you gone through with it yet?"

"No, I don't have to. I'm the host."

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for December, 1926, and the year 1926, are compiled by the U. S. Bureau of Agricultural Economics, and announced, with comparisons, as follows:

CATTLE, CALVES, BEEF AND VEAL.

	December.		January-December.			
	3-year-average.	1925.	1926.	3-year-average.	1925.	1926.
Inspected slaughter:						
Cattle	869,672	926,892	886,805	9,536,210	9,853,639	10,180,146
Calves	394,863	445,471	410,046	4,929,305	5,352,561	5,152,589
Carcasses condemned:						
Cattle	9,771	10,350	8,398	87,525	96,261	98,000
Calves	1,116	1,140	971	12,038	11,328	11,777
Average live weight:						
Cattle, lbs.	951.13	953.77	972.76	952.20	954.06	964.06
Calves, lbs.	182.20	182.03	175.85	174.21	176.03	176.39
Average dressed weight:						
Cattle, lbs.	495.25	495.35	514.87	510.04	506.16	518.33
Calves, lbs.	103.91	102.92	103.61	100.60	101.46	103.66
Total dressed weight (carcass, not including condemned):						
Beef, lbs.	425,658,410	454,009,080	452,280,858	4,818,041,914	4,938,947,833	5,225,909,396
Veal, lbs.	40,806,402	45,729,620	42,384,261	494,179,529	540,768,687	530,603,551
Storage:						
Beginning of month—						
Fresh beef, lbs.	66,064,000	50,436,000	50,603,000	55,706,000	50,410,000	38,447,000
Cured beef, lbs.	22,926,000	23,128,000	26,374,000	23,682,000	25,577,000	24,588,000
End of month—						
Fresh beef, lbs.	85,623,000	50,850,000	72,352,000	54,816,000	54,868,000	39,480,000
Cured beef, lbs.	25,556,000	25,146,000	28,521,000	23,702,000	25,265,000	24,869,000
Exports: ⁴						
Fresh beef and veal, lbs.	286,732	312,063	192,985	3,236,158	3,437,041	2,564,549
Cured beef, lbs.	1,431,252	1,314,233	1,246,764	21,964,735	20,929,807	19,652,652
Canned beef, lbs.	160,153	312,039	257,026	1,802,191	2,173,658	2,644,683
Oiled oil and stearine, lbs.	7,160,054	8,726,557	7,494,941	104,347,325	99,386,625	104,219,497
Tallow, lbs.	1,202,926	1,067,880	1,011,144	28,868,344	17,514,444	10,628,324
Imports:						
Fresh beef and veal, lbs.	1,186,220	1,616,438	1,411,206	17,777,006	15,870,070	20,106,152
Receipts, cattle and calves ⁵	1,982,977	2,056,242	1,845,681	23,637,690	24,068,684	23,871,550
Stocks and feeder shipments ⁶	331,067	333,054	301,233	4,113,986	3,822,859	3,712,223
Cattle on farms January 1.....		62,150,000	50,829,000			
Price per 100 pounds:						
Cattle, average cost for slaughter.	\$ 6.23	\$ 6.80	\$ 7.14	\$ 6.86	\$ 7.11	\$ 7.32
Calves, average cost for slaughter.	7.70	8.75	9.49	8.06	8.66	9.82
At Chicago—						
Cattle, good steers.....	10.92	10.52	11.23	10.67	11.29	10.22
Veal calves	9.68	11.30	11.31	9.66	10.47	11.61
At eastern markets—						
Beef carcasses, good grade.....	15.82	16.43	15.98	16.03	16.59	15.68
Veal carcasses, good grade.....	17.23	19.74	18.60	17.29	17.77	20.10

HOGS, PORK AND PORK PRODUCTS.

Inspected slaughter hogs	5,679,028	4,533,019	4,393,602	40,749,736	43,042,867	40,636,208
Carcasses condemned	19,415	13,669	15,611	196,775	159,208	108,054
Average live weight, lbs.	217.13	224.62	217.48	224.38	225.50	235.06
Average dressed weight, lbs.	164.45	171.26	165.10	170.23	170.46	179.51
Total dressed weight (carcass, not including condemned), lbs.	925,092,299	773,983,881	722,806,314	8,441,466,590	7,322,709,985	7,272,534,141
Lard per 100 pounds live weight, lbs.	15.34	15.12	14.79	16.00	15.04	15.89
Storage:						
Beginning of month—						
Fresh pork, lbs.	52,697,000	27,153,000	55,241,000	144,896,000	138,858,000	100,306,000
Cured pork, lbs.	410,980,000	357,574,000	332,987,000	572,243,000	521,197,000	451,286,000
Lard, lbs.	84,917,000	33,710,000	46,744,000	91,904,000	108,508,000	94,258,000
End of month—						
Fresh pork, lbs.	104,934,000	57,960,000	97,650,000	144,517,000	132,869,000	103,614,000
Cured pork, lbs.	504,550,000	414,259,000	375,107,000	509,930,000	512,672,000	448,190,000
Lard, lbs.	59,956,000	42,478,000	49,092,000	91,726,000	108,012,000	94,884,000
Exports:						
Fresh pork, lbs.	5,146,378	1,379,284	1,330,758	35,771,800	19,820,940	15,564,381
Cured pork, lbs.	52,323,385	42,623,774	25,340,124	967,300,877	494,611,869	380,638,353
Canned pork, lbs.	438,365	568,923	344,317	3,592,373	4,701,886	6,462,458
Sausage, lbs.	858,976	830,204	637,494	11,522,897	11,736,680	8,043,345
Lard, lbs.	83,603,735	70,660,148	64,331,895	912,884,542	707,683,144	717,067,291
Imports:						
Fresh pork, lbs.	283,409	228,375	1,090,798	4,073,071	7,235,379	9,156,493
Receipts of hogs	5,602,952	4,379,974	3,909,928	51,357,682	43,928,755	39,771,596
Stocks and feeder shipments	53,799	76,929	104,875	616,105	531,967	917,974
Hogs on farms Jan. 1, 1926.	55,769,000	51,223,000				
Price per 100 pounds:						
Average cost for slaughter	\$ 9.02	\$11.08	\$11.55	\$ 9.14	\$11.79	\$12.47
At Chicago—						
Live hogs, medium weight	9.25	11.09	11.63	9.51	12.23	12.94
At eastern markets—						
Fresh pork loins, 10-15 lbs.	17.12	21.58	23.18	19.15	23.36	25.91
Shoulders, skinned	13.69	17.40	19.36	13.99	17.85	20.08
Picnics, 6-8 lbs.	12.62	16.21	16.87	12.43	16.14	18.32
Butts, Boston style	16.36	21.54	22.73	16.84	21.44	24.30
Bacon, breakfast	24.08	29.17	28.36	26.17	28.90	30.49
Hams, smoked, 10-12 lbs.	23.08	25.50	28.83	23.49	25.45	31.05
Lard, tierces	16.18	16.38	13.90	15.03	17.78	15.92

SHEEP, LAMB AND MUTTON.

Inspected slaughter, sheep and lambs	976,905	981,118	1,171,829	11,840,125	12,000,904	12,900,878
Carcasses condemned	1,150	1,280	1,716	13,322	13,805	15,813
Average live weight, lbs.	83.88	85.33	82.96	80.84	81.58	82.57
Average dressed weight, lbs.	39.49	40.28	38.76	38.64	39.00	38.74
Total dressed weight (carcass, not including condemned), lbs.	38,531,080	39,467,875	45,353,580	456,644,137	467,316,014	500,888,268
Storage, fresh lamb and mutton:						
Beginning of month, lbs.	2,296,000	1,549,000	3,166,000	2,731,000	1,825,000	2,394,000
End of month, lbs.	2,421,000	1,820,000	4,556,000	2,655,000	1,730,000	2,622,000
Exports, fresh lamb and mutton, lbs.	67,772	37,890	35,297	1,723,941	1,540,803	1,229,629
Imports, fresh lamb and mutton, lbs.	137,621	223,903	759,727	3,383,749	2,769,882	3,365,043
Receipts of sheep	1,579,507	1,607,882	1,706,108	22,108,808	22,100,393	23,868,133
Stocks and feeder shipments	193,182	219,558	223,280	4,496,544	4,332,290	4,623,445
Sheep on farms Jan. 1, 1926.	39,390,000	40,748,000				
Price per 100 lbs:						
Average cost for slaughter	\$13.53	\$14.72	\$11.81	\$13.01	\$14.22	\$12.96
At Chicago—						
Lambs, 84 lbs. down, medium to prime	14.53	15.74	12.12	14.13	15.16	13.75
Sheep, medium to choice	8.13	9.57	5.96	7.54	8.24	7.23
At eastern markets—						
Lamb carcasses, good grade	25.20	27.78	24.03	25.33	26.40	26.20
Mutton, good grade	15.43	16.17	13.24	15.85	15.96	15.32

¹ 1923, 1924, and 1925.

² Weighted average, not total.

³ Simple average, not total.

⁴ Including reexports.

⁵ Public stockyards.

Storage Stocks Increase

Storage stocks of pork products throughout the United States on March 1 showed an increase over those on hand a month ago, but the stocks of most meat and of lard are below the 5-year average on that date.

Stocks generally are rather heavy, considering the light run of hogs at the principal markets, and these meats have been put down at a high cost. Should the hog runs maintain their present volume, or increase, it would require very careful merchandising to move this product without loss.

Stocks of provisions in storage in the United States on March 1, 1927, with comparisons, are announced by the U. S. Bureau of Agricultural Economics as follows:

	Mar. 1, '27	Feb. 1, '27	5-yr. av.
	lbs.	lbs.	Mar. 1, lbs.
Beef, frozen	69,020,000	67,431,000	72,251,000
Cured	15,018,000	15,708,000	12,062,000
In cure	12,532,000	14,055,000	12,233,000
Pork, frozen	177,922,000	150,255,000	158,198,000
D. S. cured	41,025,000	28,051,000	74,876,000
D. S. in cure	60,049,000	58,084,000	83,214,000
S. P. in cure	158,646,000	127,060,000	158,288,000
S. P. in cure	234,469,000	224,691,000	262,307,000
Lamb and mutton, frozen	4,072,000	4,447,000	3,287,000
Misc. meats	59,224,000	61,791,000	72,575,000
Lard	77,390,000	99,576,000	83,416,000

EUROPEAN PROVISION CABLES.

The market at Hamburg was weak, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. Receipts of lard for the week were 300 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 87,000, at a top Berlin price of 14.28c a pound, compared with 68,000 at 17.74c a pound, for the same week last year.

The Rotterdam market was slightly firmer, while the market at Liverpool was rather quiet because of a poor consumptive demand.

The total of pigs bought in Ireland for bacon curing was 16,000 for the week, compared with 15,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ending March 4, 1927, was 89,000.

Stocks at Liverpool, March 1, 1927, were:

Bacon (cwt. 112 lbs.)	41,434
Hams, AC (cwt. 112 lbs.)	25,607
Prime steam lard (tierces)	586
Refined lard, tons (2,240 lbs.)	1,593

	Hamburg.	Stocks.	Demand.	Prices
				Cents per lb.
Refined lard	Med.	Med.		@ 14.29
Fat backs, 8 to 10 lbs.	None	Poor		
Other fat backs	LT.	Poor		
Frozen pork livers	Med.	Poor to Med.		@ 5.90
Extra oleo oil	LT.	Poor		@ 12.93
Extra oleo stock	LT.	Poor		@ 12.59
Extra neutral lard	Med.			15.92 @ 16.70
Refined lard	LT.	Poor		14.01 @ 15.92
Extra oleo oil	LT.	Good		12.83 @ 12.92
Prime oleo oil	Med.	Med.		11.47 @ 11.83
Extra oleo stock	Med.	Med.		12.19 @ 12.01
Extra premier jus	V. Hyv.	Poor		8.37 @ 8.28
Prime premier jus	Hyv.	Poor		
Hams, AC, light	Med.			22.13 @ 22.57
Hams, AC, heavy	Med.			22.13 @ 22.57
Hams, long cut	Med.			22.13 @ 22.57
Cumberland, light	Med.			18.23 @ 18.66
Cumberland, hyv.	Med.			18.23 @ 18.66
Square shoulders	Med.			15.62 @ 16.06
Picnics	Med.			10.06 @ 17.36
Clear bellies	Med.			20.18 @ 20.40
Refined lard boxes	Hyv.			@ 14.32

V—Very. *—Not quoted.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market Steady—Trade Light—Domestic Demand Fair—Export Demand Slow—Hogs Easier—Receipts Larger—Corn Reserves Comparatively Small.

The market for hog products the past week has covered rather narrow limits reflecting very light outside interest and a more or less professional trade.

The lard market was somewhat easier, with a lower range in hogs, and influenced by a sharp setback in cotton oil, but the outstanding feature was continued smallness of foreign takings, together with better weather conditions over the west, which permitted an increase in hog arrivals.

Hog Receipts Steady.

The hog receipts, however, were fairly well absorbed, with packers steadily in evidence in the market, and no important declines occurred, although the average price at Chicago was off to around \$11.40, against \$11.60 the previous week which compared with \$12.10 a year ago.

The bulk of pressure was looked upon as realizing sales and part of the trade was felt to have been closing of spreads between lard and cotton oil. Sentiment continued quite mixed, but there were few who had any decided opinions for the immediate future.

Some of the best posted seaboard factors look upon the lard market as at a reasonable level, but they see little or nothing in the situation at the moment on which to take a decided stand one way or the other.

The large distribution of cotton oil in the domestic trade apparently has not affected the domestic lard demand seriously, as the latter was again reported as good the past week while domestic trade in meats was reported as quite satisfactory for the week. Export demand for lard and meats, however, continues quite disappointing, and the outward movement from the seaboard, while fair, is not totaling sufficiently large to have any vital influence upon the future market.

Hog Receipts Expected to Decrease.

While the western hog run, recently curtailed by unsatisfactory country roads, has picked up somewhat the past week, and on some days receipts exceeded the totals for the same day last year, nevertheless, the impression prevails that the receipts will quickly run their course and that in the near future the daily total will again be somewhat under the same time a year ago.

Hog slaughterings in the west for the week ended March 5, the first week of the summer season, totaled 582,000 which compared with 616,000 the same time last year.

With evidently as many hogs in the country as a year ago, if not a little more, and with available cotton oil supplies at the present time somewhat larger than last season, there appears to be little prospect for a shortage of fats developing in

the immediate future, and it is this fact that appears to be restricting speculative buying power in both the lard and oil markets to some extent, although the volume of trade in oil, in a speculative way, is greater than it has been in over a year.

Increase in Farm Reserves.

The Government report on farm reserves of corn was about 60,000,000 bu. larger than the private estimates, but the figures from a feeding standpoint contained much of interest, and would not appear to indicate any burdensome supplies. The farm reserves were placed at 1,113,691,000 bu. which with the visible supply, gave a total available stock of corn of about 1,162,000,000 bu. or approximately

the same amount that disappeared from March 1 to October last year.

The farm reserves were about 200,000,000 bu. under this time last year, when the holdings were about 1,319,000,000 bu. In 1925, the farm reserves however, were only 759,000,000 bu. The average five year reserves have been 1,126,000,000 bu.

There is a disposition to look for another increase in the lard stocks at Chicago the first half of this month, and some are already beginning to count upon the spring run of hogs to market but the recent setbacks have to some extent discounted the latter and it appears as though the market is in a good position to respond to supply and demand conditions.

Lent Influences Market.

While the stocks of lard are fair they are by no means burdensome, but a good many feel that a great deal in lard depends upon the competition of compound as the warmer weather approaches. At the same time, the market has to go through the season of Lent which ordinarily curtails the demand for meats, and has more or less influence during the Lenten season.

PORK.—The market was dull and steady with mess New York \$36.50; family, \$39.50@41.50; and fat backs \$30@33. At Chicago, mess pork was quotable at \$37.00.

LARD.—The market was steady with domestic trade fair and export demand slow. At New York, prime western lard quoted at 13.10@13.20c; middle western, 12.90@13.00c; city 12½@12¾c; refined Continent, 13¾c; South America, 14¾c; Brazil kegs, 15¾c; compound 11¼@11½c. At Chicago regular lard in round lots quoted at March price; loose lard 20c over March, and leaf lard 12½c over March.

BEEF.—Demand was fair and the market firm with mess New York quoted at \$19@21; packet, \$19@21; family, \$21@22; Extra India mess \$34@36; No. 1 canned corned beef, \$2.50; No. 2 at \$4.25; 6 lbs. at \$12.75; and pickled tongues \$55@60 nominal.

SEE PAGE 47 FOR LATER MARKETS.

MEAT CONSUMPTION STEADY.

Meat consumption in the United States during December, 1926, at 1,067,000,000 lbs., was practically unchanged from the November, 1926, figure of 1,066,000,000 lbs. It was, however, a decrease of 23,000,000 lbs. over December, 1925.

The per capita consumption remained steady during the month, being 9.0 lbs. in both November and December. Beef and veal remained at 4.1 lbs. per capita during both months, while pork was steady at 4.6 lbs. per capita for both months. The per capita consumption of lamb and mutton decreased from 4 lb. to .3 lb.

Total consumption of pork amounted to 542,000,000 lbs. in December, 1926, compared with 539,000,000 lbs. in November, 1926, and 563,000,000 lbs. in December, 1925.

Total consumption of beef and veal amounted to 479,000,000 lbs. in December, 1926, compared with 487,000,000 lbs. in November, 1926, and 488,000,000 lbs. in December, 1925.

Total consumption of lamb and mutton amounted to 45,000,000 lbs. in December, 1926, compared with 40,000,000 lbs. in November, 1926, and 39,000,000 lbs. in December, 1925.

The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

THE DAILY MARKET SERVICE is mailed at the close of trading each day, and subscribers are furnished with a handsome leather binder for filing the reports for record and comparative purposes. Telegraphic service (messages collect) is also available to subscribers at all times.

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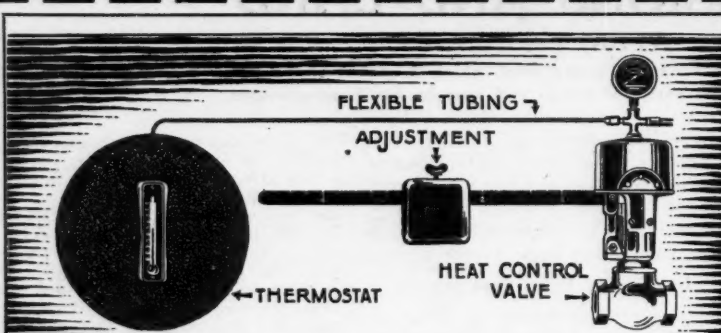
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Keeps the Temperature at Right Point all-the-Time

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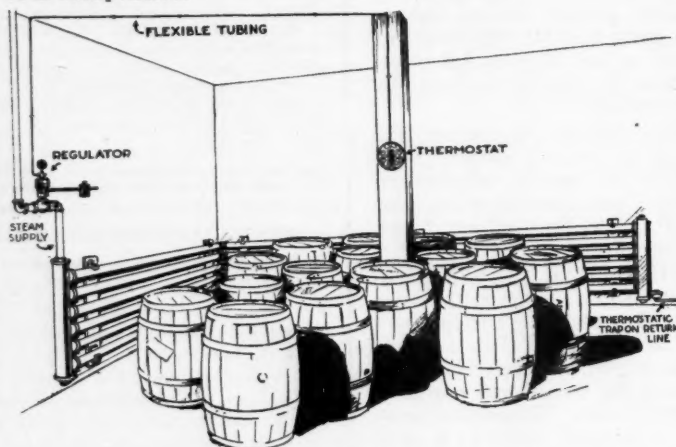
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This Automatic Temperature Regulator is used in Thawing Rooms, Storage Rooms, Offices, Work Rooms, and Warehouses.

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Gentlemen:

Please send me a Powers No. 18 Regulator, the size I have checked below. I want to test it 30 days with the understanding I can return it if I do not think it will be a good investment.

Regulator and Valve Complete with 50 Feet of Flexible Tubing

Size	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"	2 1/2"	3"	3 1/2"	4"
Price Low Pressure.....	\$50	\$55	\$60	\$65	\$70					
Price High Pressure....	\$60	\$65	\$70	\$75	\$80	\$90	\$125	\$145	\$175	\$185

State kind of heating system

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PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending March 5, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Jan. 1, 1927.	Mar. 5, 1927.	Mar. 6, 1927.	Feb. 26, 1927.	Mar. 5, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Ham and Shoulders, Including Wiltshires.					
Total	578	2,712	959	13,589	
To Belgium				3	
United Kingdom	476	2,476	759	11,216	
Other Europe				98	
Cuba	60	175	92	1,213	
Other Countries	42	61	108	1,659	
Bacon, Including Cumberlands.					
Total	4,556	3,931	2,486	26,924	
To Germany	201		85	927	
United Kingdom	3,637	3,842	2,212	19,137	
Other Europe	657	30	122	4,023	
Cuba		1		2,427	
Other Countries	61	58	67	710	
Lard.					
Total	14,020	17,093	11,573	121,607	
To Germany	6,183	6,727	3,111	29,070	
Netherlands	861	2,462	1,473	12,030	
United Kingdom	3,755	5,200	3,685	38,882	
Other Europe	1,447	145	687	11,710	
Cuba	148	1,578	1,706	14,821	
Other Countries	1,626	961	851	15,094	
Pickled Pork.					
Total	165	397	283	3,047	
To United Kingdom	26	136	25	424	
Other Europe	2			106	
Canada	104	138	224	947	
Other Countries	33	123	34	1,570	

TOTAL EXPORTS BY PORTS WEEK FEB. 26.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	578	4,556	14,020	165
Boston				2
Detroit	191	318	574	28
Port Huron	30			76
Key West	59			965
New Orleans	13	3	779	31
New York	3	4,176	10,905	17
Philadelphia				
Portland, Me.	282	59	485	11

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to:		
United Kingdom (total).....	476	3,637
Liverpool	170	2,183
London	3	607
Manchester	19	13
Glasgow		293
Other United Kingdom.....	284	541
Exported to:		
Germany (total)		6,183
Hamburg		6,177
Other Germany		6

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending March 5, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses		50
Canada—Hog carcasses		30
Canada—Pork cuts		55,023 lbs.
Canada—Cooked hams		296 lbs.
Canada—Pork tenderloins		600 lbs.
Canada—Calf livers		67 lbs.
Canada—Smoked pork		8,560 lbs.
Canada—Beef livers		7,217 lbs.
Canada—Beef sweetbreads		560 lbs.
Canada—Ox tongues		10,130 lbs.
Canada—Beef brains		270 lbs.
Canada—Sweet pickled hams		60,173 lbs.
Germany—Sausage in tins		2,182 lbs.
Germany—Smoked pork		5,815 lbs.
Germany—Cooked hams in tins		932 lbs.
Germany—Smoked hams in tins		1,407 lbs.
Czecho-Slovakia—Cooked hams in tins		7,479 lbs.
Czecho-Slovakia—Sausage		1,199 lbs.
Italy—Sausage		3,078 lbs.
Hungary—Sausage		385 lbs.
Holland—Sausage in tins		4,400 lbs.
Uruguay—Meat extract		18,040 lbs.
Uruguay—Corned beef in tins		300,000 lbs.
Ireland—Smoked pork		4,738 lbs.
France—Cooked hams in tins		700 lbs.
Argentina—Corned beef in tins		784,528 lbs.
Argentina—Beef extract		3,000 lbs.
Norway—Meat cakes in tins		2,392 lbs.
Denmark—Liver paste in tins		564 lbs.

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—The market has been fairly active and easier the past week with quite a little absorption by soapmakers from a basis of 7½¢ for extra New York, down to 7½¢ at which level a steadier tone appeared to develop. Sentiment was more mixed, and it was evident that a weakening in cotton oil had some influence, as did an easier trend in some other competing directions.

The possibilities of cotton oil going to the soap kettle at these levels however, is very remote. Generally, it is said that tallow producers are in a fairly satisfactory position again, while the buying, it appears, has mainly been by one of the leading middle west factors.

At Chicago, trading was dull with buyers talking lower prices but sellers not inclined to meet buyers' ideas.

At New York, special was quoted at 7½¢; extra at 7½¢; and edible about 9¢. At Chicago, edible quoted at 9¢; fancy at 8½¢; prime packer, 8¢@8¼¢; No. 1 at 7½¢@7¾¢; and No. 2 at 6½¢.

At the London auction on Wednesday, March 9th, 1,545 casks were offered, and 387 sold with mutton quoted at 36s6d@37s6d; beef at 36¢@40s and mixed at 35s6d@36s. At Liverpool, Australian tallow was unchanged with fine quoted at 39s and mixed at 36s3d.

STEARINE.—The market at New York was rather quiet, but easier, with some sales of oleo reported at 10½¢ and the market quoted at that level. At Chicago, stearine was quiet at 10¼¢@11¢.

OLEO OIL.—The market was rather dull both domestic and export, with the undertone about steady with extra New York quoted at 12¼¢. At Chicago, extra was quotable at 11¼¢.

SEE PAGE 47 FOR LATER MARKETS

LARD OIL.—The market was very steady with a better demand in evidence, with edible at New York quoted at 15½¢; extra, 12¼¢; extra winter at 13¼¢; extra No. 1 at 11¼¢; No. 1 at 11¢; and No. 2 at 10½¢.

NEATSFOOT OIL.—Improvement in demand made for a firmer tone with pure oil New York quoted at 12¼¢; extra at 11¼¢; No. 1 at 11¢; and cold test at 16¼¢.

GREASES.—An easier trend in tallow served to bring about an easy undertone in the grease market, particularly as demand for greases was again limited. Sentiment on the whole was more mixed, and there was a feeling that the market was lower to sell particularly with any pressure.

At New York, Yellow quoted 7¼¢@7½¢ according to quality; house, 7¢@7¼¢; A white 8¢; B white, 7½¢@7¾¢; and choice white all hog at 9¾¢@10¢ with some betterment in demand for white for export of late.

At Chicago, greases were rather slow with foreign demand for white reported quiet. At Chicago, brown quoted at 6½¢; Yellow, 6½¢@7¼¢; B white, 7½¢; A white, 8½¢; and choice white 9¢.

CANADIAN STORAGE STOCKS.

Food commodities in storage in Canada, Feb. 1, 1927, with comparisons, are reported as follows to the U. S. Department of Commerce by Lynn W. Meekins, U. S. Trade Commissioner to Canada:

	Feb. 1, 1927.	Jan. 1, 1927.	Feb. 1, 1926.
Total—Pork	38,823,357	30,230,303	36,909,653
Lard	3,676,788	2,798,123	2,656,251
Beef	25,801,618	27,138,020	20,501,643
Veal	2,019,407	2,947,452	—
Mutton and Lamb	5,241,677	5,627,914	3,889,174

Packinghouse By-Products

Chicago, March 10, 1927.

Blood.

Buyers' demands seem to be pretty well taken care of, and the situation is easing up somewhat.

Unit ammonia.
Ground and unground.....\$4.75@5.00

Digester Hog Tankage Materials.

Considerable trading has been reported during the week.

Unit ammonia.
Ground, 11 to 12% ammonia.....\$5.10@5.15
Ground, 6 to 10% ammonia.....4.50@5.00
Unground, 11 to 13% ammonia.....5.00@5.25
Unground, 6 to 10% ammonia.....4.25@4.90
Liquid stick, 7 to 11% ammonia.....3.25@3.50

Fertilizer Materials.

An active demand was shown in this market, and the market continues strong.

Unit ammonia.
High grade, ground, 10-11% ammonia.....\$3.25@3.35
Lower grade, ground & ungrd. 6-9% am.. 2.75@3.15
Hoof meal.....3.00@3.25

Bone Meals.

Bone meals for fertilizer uses are dull because buyers and sellers are apart in their views. Feeding grades are active.

Per Ton.
Raw bone meal.....\$32.00@40.00
Steam, ground.....26.00@37.00
Steam, unground.....24.00@30.00

Cracklings.

The cracklings market remains strong in the Middle West.

Per Ton.
Hd. prod. & exp. ungrd., per unit protein.....\$1.20@1.25
Soft pressed pork, ac. grease and quality.....50.00@55.00
Soft pressed beef, ac. grease and quality.....50.00@55.00

Horns, Bones and Hoofs.

This market is quiet as buyers are bidding \$5 to \$10 below sellers' ideas, and the Oriental outlet is practically closed.

Per Ton.
Horns.....\$50.00@175.00
Round shin bones.....45.00@50.00
Flat shin bones.....42.00@45.00
Thigh, blade and buttock bones.....40.00@45.00
Cattle hoofs.....35.00@40.00
(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

DECEMBER BY-PRODUCT YIELDS.

The estimated yield and production of animal by-products from slaughter under Federal inspection during December, 1926, are reported with comparisons by the U. S. Department of Agriculture as follows:

Class	Average weight per animal		Per cent of live weight		Production				Per cent Dec., 1926, is of ave.
	Dec. 1, 1925, to Nov. 30, 1926.	Dec., 1926.	Dec. 1, 1925, to Nov. 30, 1926.	Dec., 1926.	Dec. 1, 1925, to Nov. 30, 1926.	Dec. average, 1921-1925.	Dec., 1925.	Dec., 1926.	
	Lbs.	Lbs.	P.ct.	P.ct.	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	P.ct.
Edible beef fat ¹	37.23	35.29	3.87	3.63	376,832	26,576	30,228	31,000	116.65
Edible beef offal.....	29.34	29.24	3.05	3.01	287,026	20,538	26,076	25,685	125.06
Cattle hides.....	65.35	67.78	6.79	6.97	667,789	52,353	60,982	60,108	114.81
Edible calf fat ¹	1.18	1.15	0.67	0.65	6,093	486	615	470	96.71
Edible calf offal.....	6.49	6.32	3.96	3.59	33,513	2,211	2,893	2,585	116.92
Lard ²	37.46	32.17	15.90	14.79	1,526,067	176,150	153,522	140,840	79.95
Edible hog offal.....	6.32	5.89	2.68	2.71	257,134	25,898	26,845	25,786	99.57
Pork trimmings.....	12.73	12.90	5.40	5.93	517,888	50,575	50,572	56,476	111.67
Inedible grease ²	3.98	2.59	1.31	1.19	126,064	14,870	12,556	11,379	76.52
Sheep edible fat.....	2.19	2.21	2.69	2.66	27,782	2,259	2,303	2,589	114.48
Sheep edible offal.....	1.92	2.07	2.35	2.49	24,398	1,571	2,126	2,422	154.17

¹Unrendered.

²Rendered.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio
Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

Gelatine and Glue Stocks.

An active demand featured this market, with prices firmer. Supplies are small.

Per Ton.
Kip and calf stock.....\$30.00@39.00
Rejected manufacturing bones.....45.00@47.50
Horn piths.....37.00@38.00
Cattle jaws, skulls and knuckles.....37.00@38.00
Sinews, pizzles and hide trimmings.....24.00@25.00

Animal Hair.

Hog hair market extremely dull and lifeless.

Per Pound.
Coil and field dried.....2 @4c
Processed grey.....4½ @7½c
Black dyed.....5½ @8c
Cattle switches, each*.....4 @5c
*According to count.

Pig Skins.

Very little trading reported in this market during the week.

Per Pound.
Tanner grades.....7 @7½c
Edible grades, unassorted.....4½ @4½c

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, March 11, 1927.—The Eastern market in fertilizer materials is unusually quiet for this season of the year; inquiries are very limited.

Ground tankage sold at \$4.15 & 10¢ f.o.b. New York, and more is offered at this figure for prompt shipment with no buying interest shown. Unground tankage is also lagging in interest with lower prices being quoted.

Ground dried blood is offered at \$4.35 New York, prompt shipment. South American blood is held at \$4.00 c.i.f. U. S. ports for March-April shipment.

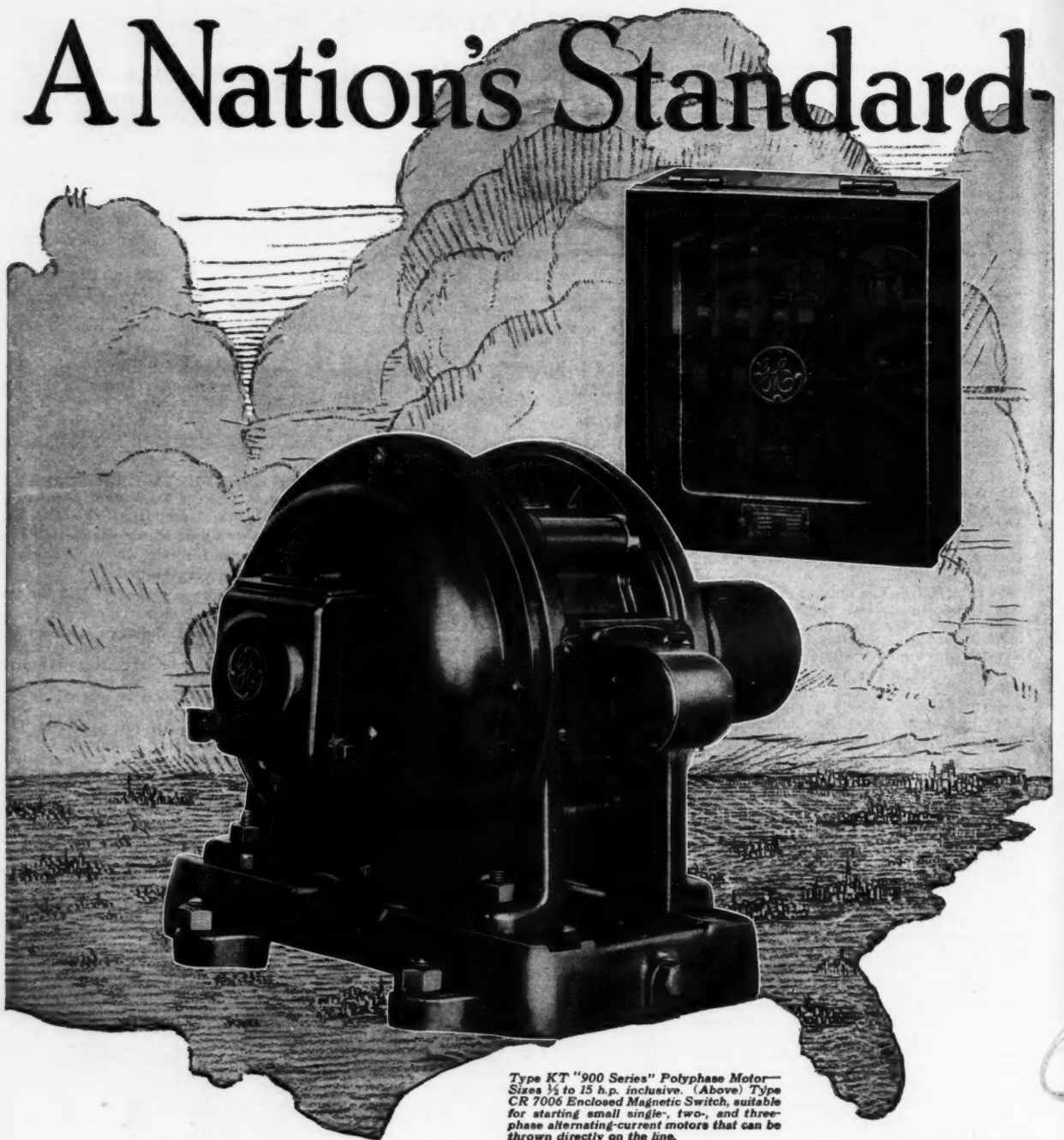
South American ground tankage sold at \$4.15 & 10¢ c.i.f. Pacific Coast ports for March shipment. This shipment is too late for Atlantic Coast buyers unless it can be bought at much lower prices.

Nitrate of soda is firm at all ports and is actually scarce at some Atlantic Coast ports where as high as \$2.75 is quoted.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Mar. 1 to Mar. 9, 10,687,055 lbs.; tallow, none; grease, 1,160,400 lbs.; stearine, none.

A Nation's Standard



Type KT "900 Series" Polyphase Motor—
Sizes $\frac{1}{4}$ to 15 h.p. inclusive. (Above) Type
CR 7006 Enclosed Magnetic Switch, suitable
for starting small single, two-, and three-
phase alternating-current motors that can be
thrown directly on the line.

GENERAL

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When you specify G-E Motorized Power, G-E specialists will study your electric drive problem—they will recommend the form of drive best suited, select the proper motor or motors from the extensive G-E line, include the suitable control equipment, and then see that the installation is satisfactorily made and serviced.

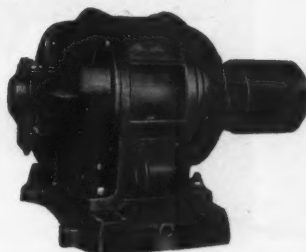
Whatever the circuit requirements or demands of service may be—whether the work be ordinary or extraordinary—whether you need a 1/200 h.p. motor or a giant of 22,000 h.p.—there is a G-E Motor to fit your need.

And for every G-E Motor there is suitable G-E control equipment—whether the requirements for starting, stopping, reversing, or motor speed regulation be simple or complex.

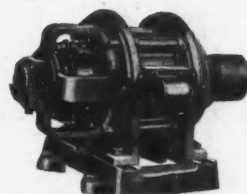
G-E Motorized Power is a practical means of increasing the productive ability and capacity of available man-power. "Built in" or connected to all types of industrial machines, G-E Motorized Power provides lasting assurance that you have purchased the best.

To obtain full value from your investments in electric motor drive, ask your nearest G-E office—or G-E Motor Dealer.

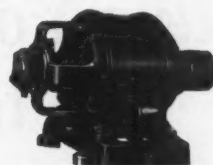
Four improved motors for general industrial uses



Type KT "500 Series" Induction Motor
—Sizes 10 to 200 h.p. inclusive



Type SCR Single Phase Motor
—Sizes 1/4 to 10 h.p. inclusive



Type BD Direct Current Motor
—sizes 1/4 to 3 h.p. inclusive



Type CD Direct Current Motor
—Sizes 3 to 200 h.p. inclusive



Motorized Power
—fitted to every need

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JORDAN'S IMPROVED HAM RETAINERS



Patent
App. For.



Have You Enough Ham Retainers for this Season's Cooking?

In a short time you will be in the middle of your ham cooking season. Your need for ham retainers will then be immediate. The far-sighted and practical thing to do is to check up and make certain that you have an ample supply of ham retainers on hand.

If your supply is low, you of course will want to replenish it with Jordan's Improved Ham Retainers. They produce a better product with a big saving of both time and labor.

When cooking and processing hams in Jordan's Ham Retainers it is never necessary to repress the hams because these improved retainers are equipped with springs which compensate for the maximum expansion and contraction. They are made from a single sheet of material, thus eliminating all rivets and seams or sharp crevices, making for easy cleaning.

Write us today regarding your requirements

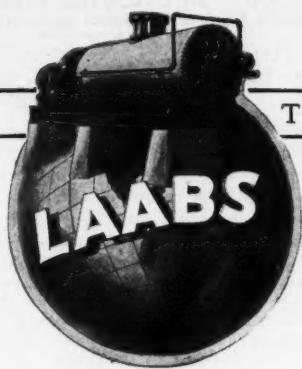
THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO

Western Office:
1731 W. 43rd Pl.,
Los Angeles, Cal.

Eastern Office:
1700 Windermere Ave.,
Baltimore, Md.



 THE WORLD'S FOREMOST RENDERING UNITS

Costs of Operations

No. 5

The Fifth of a series of articles on the superiority of Laabs sanitary rendering processes and equipment

"**C**OSTS of Operations" are divided into classifications, mainly, labor, steam consumption, motor power consumption and upkeep.

Labor: One of the outstanding considerations in the packing houses today is the cost of labor. Great efforts are being given to reducing these costs by improving methods of handling the various products, and by the introduction of more efficient labor-saving machines and appliances. The Laabs Equipments are proving extremely valuable in this connection as they materially reduce labor. The degree of their serviceability in this instance is dependent upon conditions. However, for comparison it might be mentioned that, with the Laabs Equipments, up to 50,000 lbs. of raw materials are being handled daily by not more than two women. This does not include labor of bringing materials to the equipments, but from that point takes care of all operations producing finished fats and cracklings.

Steam Consumption: It is conservatively estimated by eminent engineers that the steam consumption of the rendering department in the average packing house is between $\frac{1}{2}$ and $\frac{3}{4}$ of the total. Think of what it would mean if say half of this could be saved, and that is what the Laabs will do over the old wet system. Steam costs for handling various products will vary. We have made a great many tests of the Laabs Process which show between $\frac{1}{2}$ to 1 lb. of steam used per

1 lb. of raw material. Check this with your present cost.

Motor Power Consumption: This cost will vary considerably, dependent upon materials being rendered and also by the cost of electricity. The consumption will also vary during different stages of the Laabs cooker operations. However, the average consumption is about 3 to 6 kilowatts per 1000 lbs. of raw material rendered. In case expeller type presses are used the average consumption is about 5 to 7 kilowatts per 1000 lbs. of finished pressed cracklings.

In the following article "CONSTRUCTION" of Laabs Cookers will be described. It will show the features of our unstaybolted shell, which is done away with by using a special heavy hammer welded inner tube—this eliminates repair work on leaky staybolts and insures extra strong life to the shell. It will also describe how each and every part has been given special consideration—cast steel cooker heads, charging domes and paddles, special agitator shaft, unusually long stuffing boxes for agitator shaft, special cut gears and a host of other details. This means practically no maintenance man's time.

Their manufacture has been considered just as carefully as the process has—this is voiced by our having received practically no repairs although there are a great many Laabs Cookers in daily use, many of which have been operating for several years.

**LAABS
SANITARY
RENDERING
PROCESS**

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO

Western Office:
1731 W. 43rd Pl.,
Los Angeles, Cal.

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1700 Windermere Ave.,
Baltimore, Md.

RISE OF COTTONSEED OIL.

Nature is never a spendthrift. For each article in its vast vegetable and mineral kingdom there is some distinct use—some part it must play in the endless cycle of life.

To some, man attaches no value whatsoever. In fact, he brands them as "nuisances" until he stumbles upon a use for them, investigates, and eventually finds them to be "indispensable." Such has been the history of cotton seed.

Since the beginning of recorded time cotton has been grown for its fiber in various countries, but it was not until 1783, according to L. L. Lamborn, an early authority, that cotton seed was found by the London Society of Arts to contain a vegetable oil.

Following this discovery medals were offered by the Society to any planters of the British islands in the West Indies who would devise means of extracting any oil, cake or meal from cotton seed suitable for livestock feed. Records do not show that these awards were ever claimed.

The earliest record of seed crushing in America is accredited by the Niles Register of 1829 to the machine of a Petersburg, Va., inventor, consisting of a granite cylinder revolving within convex pieces of the same substance, faced and placed in a peculiar manner. A hopper over the stone supplied the seed. A wire sieve under it separates the hull from the kernel.

Dropping through a current of air, it is delivered clean and ready for the press. This machine will probably rank in the country second only to Whitney's gin. The first gallon of oil was sold in Providence, R. I., and was used as an oil for burning in lamps.

For the following forty years practically no advancement was made in the utilization of seed for oil. The Civil War, which cast such an economic stupor over the cotton producing South, hampered further development.

The rapid growth of the cotton oil industry in the early eighties was brought about largely through the efforts of receivers and brokers who were forced to find a market for their oils. Chemists were brought into action and crude oils were refined for edible products, for soap manufacturing and for various other purposes.

From 1890 until 1914 the industry enjoyed normal growth. The beginning of the World War, however, marked a new era of development. Europe's source of supply of various essentials, especially war explosives, was cut off and America was thrown upon her own initiative.

Factories were built overnight, prices of raw materials skyrocketed to as high as

\$67.18 per ton in 1919, and industries hummed with activity.

Following the general depression after the war the cottonseed oil mills, like other industries, settled down to normalcy of price and production. They retained, however, their wartime vigor of investigating new fields of by-products.

Today we think of cottonseed crushing as one of our major industries. And justly does it deserve our esteem. The oil mill has enjoyed a meteoric rise that is without parallel.

In 1867 there were but four small mills in the United States; today there are 762. Sixty years ago legislators condemned cotton seed as a nuisance and enacted laws forbidding the dumping of seed within the town; in 1918 this same seed was marketed for \$383,580,000.

In less than half a century a new enterprise has sprung into being representing millions of dollars of capital and offering employment to thousands of men.

The lowly cotton seed, once a menace to public health, is now a highly respected article of commerce. From it over a hundred by-products are derived.

Remarkable and far-reaching as the cottonseed oil industry is today it is as yet in its infancy. The future gives promise of much further development. There still remain many new fields for the industrial chemist to conquer—many new articles of usefulness to be added to the present list of by-products.

Cotton seed may never enjoy the prestige of cotton lint, but it will always be a power of commerce, an indispensable article of manufacture and a boon to the cotton producing South. If cotton lint is to be titled "King Cotton," then certainly cotton seed should receive the rank of "Crown Prince."—AcCo Press.

TEXAS CRUSHERS TO MEET.

The annual convention of the Texas Cottonseed Crushers Association will be held in Galveston, Tex., May 30, 31 and June 1, it was announced this week. Headquarters will be at the Hotel Galvez. The Rules Committee will meet there the two days before the convention, holding their sessions May 27 and 28.

JAN. MARGARINE EXPORTS.

Margarine, including both animal and vegetable oil products, exported from the United States during January, 1927, amounted to 60,369 lbs., compared with 167,254 lbs., exported during January, 1926, according to reports from the U. S. Bureau of Agricultural Economics.

PLANTING CONTROL DEFEATED.

The Parrish bill prohibiting the planting of cotton two years in succession on the same land has been defeated in the Texas House of Representatives. The Agricultural Committee voted eight to four against the bill, and the motion to print the minority report was voted down in the House.

COTTON OIL MILL YIELDS.

(Special Report to The National Provisioner from The Ft. Worth Laboratories.)

Fort Worth, Tex., Feb. 26, 1927.—There has been practically no change in milling efficiency during the past month as compared with the previous month. The oil content of the cottonseed continues at a low level as in the previous month.

While the refining tests figures on crude oil do not show any great change, there is a change for the worse in regard to flavor. Considerable oil having a free acid content of less than 2 per cent has a sour flavor. In other respects the oil is prime, in some cases having a color as low as five red.

SEED ANALYSIS.

	Moisture	Ammonia in seed	P. C. oil	Yield 100 lbs. Waste	Lib. cake 6.37% ash.
Avg. of all samples...	8.67	4.29	16.63	34.6	917
Best sample avg.	8.59	4.34	17.32	36.3	928
Lowest sample avg.	8.58	4.17	15.58	31.9	894
Avg. same mo., '26....	8.44	3.98	16.94	35.4	945
Annual avg., '26....	8.85	4.38	17.90	37.7	937

CRUDE OIL.

	Refining Loss	Color Red	Acid Free
Average of all samples	0.3	6.5	2.3
Best sample average.....	0.5	6.6	3.0
Lowest sample average.....	14.4	9.4	4.0
Average same month, 1926.....	11.4	8.2	3.0
Annual average, 1926.....	10.5	8.1	2.7

CAKE AND MEAL.

Average Analysis.

	Moisture	Ammonia	Protein	Oil	Standard
Avg. all mills.....	8.13	8.43	43.31	6.52	0.77
Best avg. result.....	7.35	8.58	44.15	4.98	0.58
Worst avg. result.....	7.61	8.52	43.35	8.05	0.94
Avg. this mo., '26....	8.17	8.31	42.72	6.41	0.77
Annual avg., '26....	7.80	8.31	42.67	6.70	0.80

HULLS.

Average Analysis.

	Whole Seeds and Meats	Oil in Hulls	Total oil	\$ Less per T. seed in exc. of Standard	Standard
Avg. all mills.....	0.00	0.73	0.79	0.12	2.10
Best avg. result.....	0.00	0.43	0.48	0.60	1.28
Worst avg. result.....	0.00	0.96	1.07	0.23	2.55
Avg. this mo., '26....	0.29	0.78	0.87	0.14	2.32
Annual avg., '26....	0.10	0.72	0.82	0.13	2.18

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Feb. 29, 1927.—Latest quotations on chemicals and soapmakers' supplies:

Lagos palm oil in casks of about 1,600 lbs., 9@9 $\frac{1}{4}$ c lb., olive oil foots, 10@10 $\frac{1}{4}$ c lb.

East India Cochin cocoanut oil, 15 $\frac{1}{4}$ c lb., Cochín grade cocoanut oil, domestic, 10 $\frac{3}{4}$ c lb., Ceylon grade cocoanut oil, 10 $\frac{1}{2}$ c lb.

Prime summer yellow cottonseed oil, 11 $\frac{3}{4}$ c lb., raw linseed oil, 10.4c lb.

Extra tallow, f.o.b. seller's plant, 7@7 $\frac{1}{2}$ c lb., dynamite glycerine, nom., 24c lb., chemically pure glycerine, nom., 27c lb., saponified glycerine, nom., 18 $\frac{3}{4}$ c lb., crude soap glycerine, nom., 17c lb., prime packers grease, nom., 7 to 7 $\frac{1}{4}$ c lb.

OIL MEAL AND CAKE EXPORTS.

Exports of cottonseed products and oil cake, from the United States, during January, with comparisons, are reported as follows:

	Jan., 1927	Dec., 1926	Jan., 1926
	Tons.	Tons.	Tons.
Cottonseed cake	42,524	53,391	56,662
Other oil cake	149	151	224
Cottonseed meal	38,575	15,516	41,708
Other oil meal	45	140	187

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, Mar. 1 to Mar. 9, 210 bbls.

THE BLANTON COMPANY

St. Louis, U. S. A.

Manufacturers of

BLANCO SHORTENING

Give Us Your Inquiries

Selling Agencies at

New York

Philadelphia

Pittsburgh

Memphis

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Market Irregular—Sentiment Mixed—Crude Easier—Southern Pressure Light—Cash Demand Limited—Cotton Weather Favorable—Lard About Steady.

A very large trade continued to feature the market for cotton oil futures on the New York Produce Exchange the past week, and prices, after declining about $\frac{3}{4}$ c per lb. from the season's highs, rallied about $\frac{1}{4}$ c from the low point.

Increased pressure through commission houses and the locals with mild liquidation, and an easier crude market, served to make for a lower range, but an over-sold condition was disclosed, the result of persistent southern absorption; and a fairly good rally from the low point followed.

Market Creates Uncertainty.

The larger commission houses were on both sides, while ring sentiment was also pretty well divided. The action of the market created more or less uncertainty and a disposition to look on in some quarters, while on the break it was noticeable that the locals had felt that the decline was a little too rapid and that some natural recovery was in order.

Crude oil eased somewhat to about $7\frac{3}{4}$ c in the southeast and Valley and sold at $7\frac{1}{2}$ c in Texas, but the quantity that came out at those figures was not large, and the refusal of mills to let go had quite a little to do with checking the decline. Refiners, on the other hand however, were not inclined to climb for supplies, and in this connection were aided somewhat by the fact that both cash oil and compound demand were rather limited.

Market Break Scares Consumers.

The break in the market apparently scared out consumers at least for the time being, but notwithstanding this there are some shrewd observers who feel that from April forwards there will be some letup in the extremely large absorption that has been witnessed the past few months.

Consumption during February is estimated at 300,000 to 325,000 bbls. which

compares with about 260,000 bbls. last year. At the same time, there is a disposition to look for March consumption to run somewhat over that month last year, only to be followed by a gradual falling off to more moderate figures.

It was hardly to be expected that distribution would keep up at any such record breaking pace, but it is equally true that the consumption has exceeded a good many expectations to date which in all probability is traceable to the compara-

tively low levels that prevailed earlier in the season.

Increased Receipts Expected.

It is constantly pointed out in some directions that the visible stocks at the beginning of the month of February would allow distribution of 350,000 bbls. per month the remainder of the season, and allow for a carryover of whatever seed came in during that period. From February to the end of the season last year, about 655,000 tons of seed were received and estimates are that this season, receipts should run at least 1,000,000 to 1,250,000 tons.

With the warm weather rapidly approaching, some are seriously questioning the mill attitude of holding crude, and are inclined to look for more or less liquidation, while those bullishly inclined state that even should this prove to be a factor it would not come into play for several weeks as yet.

The bulk of the trade has been of a speculative character since the turn of the year, and has been the largest witnessed in this market in somewhat over a year. The volume of operations it is felt will continue large, and while it is questionable as to how heavy a load of hedges the market is carrying at present there is a feeling that a good part of the carry-over will be hedged, particularly if the progress of the new cotton crop is satisfactory.

Weather Favorable to Crop.

The weekly weather report stated that fair progress had been made the past week confirming private reports, while the latter indicated that in South Texas the crop is coming up to a good stand, with present indications pointing to little or no reduction in the Texas acreage in several counties. The acreage question will be a serious factor in cotton oil in the near future, and one that cannot be ignored.

Again this week there was evidence of absorption of bleachable oil by a prominent refining interest, and there appeared to be less pressure from the southern source where the talk has it that the bulk of the oil is held. The latter is constantly the topic of discussion, and a great deal of interest is manifested as to the ultimate outcome of what some look upon as a large bull deal.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 10, 1927.—New Orleans cotton oil future market continues reactionary, scoring a decline of about $\frac{1}{4}$ c per lb., during the past week. It is hoped a stable and attractive basis will soon be reached leading to renewed buying in all directions. Acreage reduction in cotton thus far is disappointing, and if final announcement shows little change, it will offset to a large extent, fairly strong hog and lard positions. Crude also $\frac{1}{4}$ c lower with accumulating stocks, but with strong resistance on part of holders.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 10, 1927.—Prime cotton seed delivered Dallas \$30; snaps and bollies, \$25@27 on location; prime crude cottonseed oil f.o.b. Dallas, $7\frac{1}{2}$ @ $7\frac{3}{4}$ c; 43 per cent cake and meal, \$30; hulls, \$5; mill run linters 2@5c. Weather clearing past week, markets very slow.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 10, 1927.—Crude oil dull with buyers bidding $7\frac{3}{4}$ c, but mills not offering. Forty-one per cent meal offered at \$33 Memphis, but buyers show no interest. Loose hulls \$4@4.50 Memphis. No demand.

ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The Best Test

of the usefulness of a market is the steady increase in the trade on that market.

A glance at the following range of prices on the New Orleans Refined Cotton Seed Oil Future Market, for the week ending Feb. 5, 1927, shows that all active months had their share of business:

Position	High	Low	Close
March	8.63	7.91	8.63 flat
May	8.58	8.23	8.58 flat
July	9.10	8.40	9.05 b
Aug.	9.20	8.53	9.15 b
Sept.	9.00	8.50	9.05 b
Oct.	8.00	8.52	9.00 b

It is proving its value for hedge purposes, and investments and speculative trading is on a steady increase.

ALWAYS USE YOUR COTTON OIL MARKET!

NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee for information

COTTONSEED OIL.—Market transactions:

Friday, March 4, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			950 a	960
Mar.	500	965 955	950 a	960
April	200	957 957	950 a	960
May	5300	965 952	954 a	960
June	700	960 960	962 a	968
July	22800	981 968	971 a	980
Aug.	1600	990 977	982 a	990
Sept.	4500	994 978	982 a	990
Oct.			952 a	960

Total Sales, including switches 35,600 bbls. P. Crude S. E. 8c Sales & Bid.

Saturday March 5, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			940 a	950
Mar.	200	951 950	940 a	950
April			940 a	950
May	5000	953 943	946 a	943
June			951 a	960

THE EDWARD FLASH CO.

29 BROADWAY
NEW YORK CITY

BROKERS EXCLUSIVELY

VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil
COTTON OIL FUTURES

On the New York Produce Exchange

The Procter & Gamble Co. Refiners of all Grades of COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Borona, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

P&G Special (Hardened) Coconut Oil

Refineries: IVDYDALE, OHIO
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
DALLAS, TEXAS
HAMILTON, CANADA

General Offices:
CINCINNATI, OHIO
Cable Address: "Procter"

July	2600	970	961	961 a	....
Aug.	4300	978	975	972 a	974
Sept.	1600	977	975	973 a	974
Oct.				945 a	952

Total Sales, including switches 13,700 bbls. P. Crude S. E. 8c Sales & Bid.

Monday, March 7, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			935 a	940
Mar.	300	940 940	935 a	945
April			930 a	940
May	4000	942 935	938 a	937
June			945 a	950
July	7600	960 954	956 a	960
Aug.	1000	971 965	964 a	965
Sept.	3500	970 966	964 a	965
Oct.	400	944 938	944 a	950

Total Sales, including switches 16,800 bbls. P. Crude S. E. 7 3/4 @ 8c.

Tuesday, March 8, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			950 a	960
Mar.	200	941 935	940 a	947
April			935 a	945
May	5500	944 929	942 a	943
June	300	949 933	948 a	958
July	14300	960 945	959 a	960
Aug.	3800	970 958	969 a	970
Sept.	3800	970 958	970 a	969
Oct.	300	945 938	943 a	950

Total Sales, including switches 28,200 bbls. P. Crude S. E. 7 3/4 @ 7 3/4.

Wednesday March 9, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			945 a	960
Mar.			945 a	960
April			935 a	955
May	1700	950 945	943 a	946
June			950 a	960
July	8600	971 963	964 a	965
Aug.	2900	980 975	970 a	975
Sept.	1800	980 971	972 a	974
Oct.	200	958 958	952 a	958

Total Sales, including switches 15,200 bbls. P. Crude S. E. 7 3/4 @ 7 3/4.

Thursday, March 10, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			950 a	960
Mar.			950 a	960
April			935 a	950
May			953 a	949
June			963 a	965
July			972 a	969
Aug.			977 a	980
Sept.			983 a	979
Oct.			956 a	956

SEE PAGE 47 FOR LATER MARKETS.

COCONUT OIL.—The market the past week has been dull and barely steady, with consumers holding off and with resellers said to have more or less control. An easing in tallow has some influence, but until resellers are cleaned up an uneasy feeling will most likely continue.

Crushers continue to hold rather steadily, but sentiment is quite mixed. At New York, tanks were quoted at 8 3/4 @ 8 1/2 c; while at the Pacific coast resale tanks were quoted at 8c with crushers holding for 8 1/2 c.

CORN OIL.—The market has been quiet and barely steady following the setback in cotton oil, but offerings were limited and the market more or less nominal at 8 1/4 @ 8 1/2 c f.o.b. mills.

PALM OIL.—There appeared to be little or nothing new in the situation, with offerings well held, but easiness in competing quarters made for a tendency on the part of consumers to hold off. At New York, Nigre spot casks were quoted at 8c. March-April shipment, 7 3/4 c; Lagos spot casks quoted at 9c; and shipment at 8 3/4 c.

PALM KERNEL OIL.—Demand was reported fairly good and the market was quite steady with New York spot barrels quoted at 9 3/4 c; shipment at 9 3/4 c, and casks for shipment at 9 3/4 c.

OLIVE OIL FOOTS.—The undertone was easier with demand quiet. At New York, spot foots quoted at 9 1/4 c while future shipments quoted at 8 3/4 c.

PEANUT OIL.—Market nominal.

SESAME OIL.—Market nominal.

COTTON OIL.—With spot stocks at New York still very light there is little or nothing doing, and the market is more or less nominal as far as store oil is concerned. Southeast and Valley crude quoted 7 3/4 @ 7 3/4 c; Texas, 7 1/2 @ 7 3/4 c.

GERMAN MARGARINE TRADE.

The oil trade in Hamburg is not much worried over the large potential cottonseed oil production in America, states a recent report from the U. S. Department of Commerce. Neither is it expecting any large quantities to be disposed of in Hamburg for these reasons:

First, because high duty upon oil acts as a deterrent; second, because the two large margarine manufacturers of Germany controlling between 60 and 65 per cent of the total margarine manufacturing capacity have their own oil mills and would not buy oil; and third, the independent oil mills would make considerable sacrifices to prevent any intrusion into this market, although the other margarine manufacturers buy on the open market and would buy cotton oil, provided American producers could offer c.i.f. Hamburg or Bremen at an attractive price.

The German consumption of margarine has apparently reached its highest point, and with continued betterment of the average wage scale may decline in favor of butter. This will, however, be more decidedly influenced by the price of butter and incidentally by the price of lard.

MARGARINE IN FINLAND.

Finland's margarine industry continued to increase its production during 1926, says George L. Tolman, American Vice Consul, Helsingfors, Finland, in a report to the U. S. Department of State, and made public by the U. S. Department of Commerce. The total output amounted to 6,998 tons. Production figures for 1925 are placed at 6,109 tons, and for 1924 at 5,150 tons.

The consumption of margarine in Finland has increased at an even greater rate, import returns showing 550 tons for the year 1926, 260 tons for 1925, and 157 tons in 1924.

Quantities of margarine produced were distributed evenly throughout the different seasons.

1926 MARGARINE PRODUCTION.

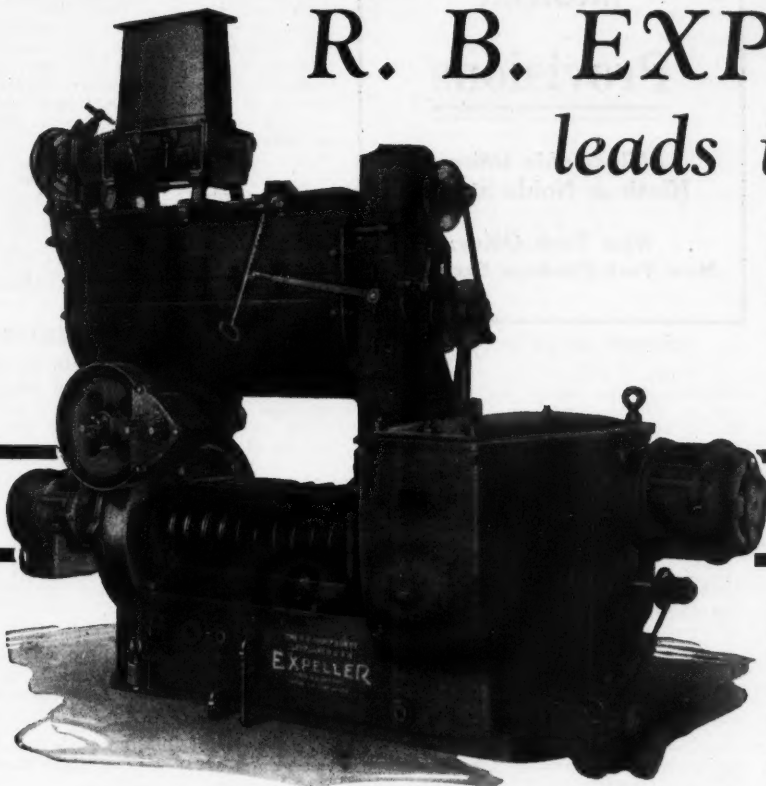
Margarine produced in the United States during 1926, with comparisons, estimated on the basis of the sale of revenue stamps, is reported as follows by the U. S. Bureau of Internal Revenue:

	1926.	1925.
Oleomargarine, colored, lbs.	10,553,382	9,927,477
Oleomargarine, uncolored, lbs.	232,154,780	222,374,720

The New ANDERSON R. B. EXPELLER

leads in —

Efficiency
Ease of Operation
Simplicity
Output and
Profits



For simplicity, strength and ease of operation this new expeller has never been equalled.

Direct Motor Drive Gives Easy Control

The expeller is operated by a special high torque motor which is built for us by the General Electric Company and so designed that we can connect it to the drive shaft of the expeller and operate the machine without the use of a clutch or silent chain drive mechanism.

Two Year Test

This new expeller was thoroughly tested for over two years before being offered to the meat packing industry. The results which we have obtained with it bear out our every claim for it.

It has a greater capacity of cracklings produced, containing an average of 7% fat.

An Anderson Expeller will save you time and increase your profits from cracklings

The machine is equipped with an ammeter which registers at all times the amount of power used to operate the expeller. After the operator has determined the amount of power necessary to obtain a certain amount of grease in the cake, he can regulate the amount of grease by the amount of power being used.

Special Rotary Grease Pump

This pump and the conveyor system in the bottom of the expeller take care of the grease and convey it to the settling tanks. The pump drive is fitted with a friction device which eliminates possibility of breakage should the conveyor or grease line become clogged.

Write for Complete Information

We can mention only one or two of the features of this new expeller here. Complete information and specifications will gladly be forwarded on request.

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Boneless Beef and Veal
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References: Anyone and everyone who knows me; Bank of America.
Established twenty-one years and, like Johnnie Walker, still going strong. On the base for more business of the straight, clean-hitting style. No curves or spit balls or anything of that sort.

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BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 5, 1927, with comparisons:

	Week ending Mar. 5.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses	2,500	2,639	2,439
Cows, carcasses	2,915	2,877	1,904
Bulls, carcasses	59	63	42
Veals, carcasses	1,192	1,201	1,085
Lambs, carcasses	13,500	13,326	10,753
Mutton, carcasses	418	411	224
Pork, lbs.	648,188	525,402	431,437
Local slaughters:			
Cattle	1,202	1,080	1,642
Calves	1,098	1,532	2,592
Hogs	11,508	10,706	10,754
Sheep	3,714	3,821	4,410

ENGLISH PORK IMPORTS.

Pork and bacon receipts at the London Central Markets during January, 1927, reached only 4,076 short tons, a decrease of 29 per cent below the January, 1926, figure. The figures continue to illustrate the predominance of British and Irish pork noticeable since June 1926.

Receipts of Argentine pork show a striking increase, reaching 284 short tons against 58 short tons a year ago.

Figures with comparisons, showing the source of imports of pork and bacon at London central markets during 1927, are as follows:

	1927. Tons.	1926. Tons.
Britain and Ireland	3,021	848
Netherlands	305	4,262
Argentina	264	58
United States	144	104
Canada	49	113
Others	273	402
Total pork and bacon	4,076	5,787

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 5, 1927, with comparisons:

	Week ending Mar. 5.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses	2,383	2,701	2,386
Cows, carcasses	901	974	952
Bulls, carcasses	428	386	284
Veals, carcasses	1,985	2,224	1,944
Lambs, carcasses	8,714	9,229	11,066
Mutton, carcasses	949	1,114	1,520
Pork, lbs.	436,131	372,669	611,684
Local slaughters:			
Cattle	2,036	2,057	1,952
Calves	2,733	2,385	2,344
Hogs	18,083	17,250	19,782
Sheep	5,100	6,318	3,602

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, March 10, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$17.00@18.50	\$17.50@18.50	\$16.50@18.50	
Good	15.50@17.00	16.50@17.50	15.50@16.50	16.50@17.50
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	18.00@20.00		17.00@19.00	18.50@20.00
Good	16.00@18.00		15.00@17.00	16.50@18.00
STEERS (All Weights):				
Medium	14.00@16.00	15.00@16.50	14.00@15.50	15.00@16.50
Common	12.00@14.00			
COWS:				
Good	14.00@15.00	13.50@14.50	13.00@15.00	13.50@14.50
Medium	13.00@14.00	12.00@13.50	12.00@13.50	12.50@13.50
Common	11.50@13.00	11.00@12.00	10.50@12.00	11.00@12.50
Fresh Veal (1):				
VEALERS:				
Choice	22.00@23.00		22.00@24.00	23.00@24.00
Good	20.00@22.00		20.00@23.00	21.00@22.00
Medium	17.00@18.00	16.00@18.00	18.00@20.00	18.00@20.00
Common	14.00@17.00	14.00@16.00	15.00@17.00	
CALF CARCASSES (2):				
Choice				17.00@18.00
Good		16.00@17.00	16.00@18.00	15.00@17.00
Medium		14.00@16.00	14.00@16.00	14.00@15.00
Common		12.00@14.00	12.00@14.00	12.00@14.00
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	28.00@30.00	27.00@28.00	27.00@29.00	28.00@30.00
Good	26.00@28.00	25.00@27.00	25.00@28.00	26.00@28.00
LAMB (42-55 lbs.):				
Choice		25.00@27.00	26.00@28.00	26.00@28.00
Good		23.00@25.00	25.00@27.00	23.00@26.00
LAMB (All Weights):				
Medium	24.00@26.00	23.00@25.00	24.00@26.00	25.00@26.00
Common	22.00@24.00		22.00@24.00	
MUTTON (Ewes):				
Good	17.00@18.00	17.00@19.00	16.00@19.00	17.00@18.00
Medium	15.00@17.00	15.00@17.00	15.00@17.00	15.00@16.00
Common	13.00@15.00	13.00@15.00	13.00@15.00	12.00@14.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	23.00@24.00	24.00@25.00	25.00@27.00	25.50@27.00
10-12 lb. av.	21.00@23.00	23.00@24.00	23.00@25.00	24.50@26.00
12-15 lb. av.	19.50@21.00	20.00@22.00	20.50@22.50	22.00@24.00
15-18 lb. av.	19.00@20.00	19.00@20.00	19.00@21.00	20.00@21.00
18-22 lb. av.	18.00@19.00	18.00@19.00	18.00@20.00	19.00@20.00
SHOULDER:				
N. Y. Style: Skinned	15.50@17.00		17.00@20.00	18.00@20.00
PICNICS:				
4-6 lb. av.		17.00@18.00		17.00@18.00
6-8 lb. av.		16.00@17.50		16.00@17.00
BUTTS: Boston Style	19.50@21.00		23.00@25.00	21.00@23.00
SPARE RIBS: Half Sheets	14.00@16.00			
TRIMMINGS:				
Regular	9.50@10.50			
Lean	18.00@21.00			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products were quiet and barely steady during latter part of week, with renewed weakness in grains, moderate cash demand and barely steady tone in hogs. Prospects for unsettled weather brought about some covering.

Cottonseed Oil.

Cotton oil firmer latter part of week with light offerings, scattered absorption with steadier crude markets, and some betterment in cash oil inquiry. Liquidation was less in evidence and sentiment was more friendly, but there was a noticeable disposition to await government report. Southeast and Valley crude 8c asked; Texas 7½c bid.

Quotations on cottonseed oil at Friday noon were: March, \$9.56@9.65; April, \$9.40@9.60; May, \$9.54@9.56; June, \$9.61@9.75; July, \$9.75@9.76; August, \$9.83@9.85; September, \$9.83@9.85; October, \$9.60@9.68.

Tallow.

Tallow, extra, 7½c.

Oleo Oil and Stearine.

Stearine, Oleo, 10½c.

Hull Oil Market.

Hull, England, March 11, 1927.—(By Cable)—Refined cottonseed oil, 39s 3d; crude cottonseed oil 35s 6d.

FRIDAY'S GENERAL MARKETS.

New York, March 11, 1927.—Spot lard at New York; Prime western, \$13.00@13.10; middle western, \$12.85@12.95; city, \$12.62½; refined continent, \$13.37½; South American, \$14.37½; Brazil kegs, \$15.37½; compound, \$11.25.

1926 MEAT EXPORTS OFF 8%.

A decrease of about 8 per cent in quantity and 12 per cent in value characterized the meat export trade of the United States during 1926 as compared with the previous year, according to the Institute of American Meat Packers. "Notwithstanding this decline, however, the value of the meat products exported exceeded \$227,000,000," the statement adds.

The quantity of meat exported during 1926 decreased nearly 20 per cent. The amount of animal oils and fats exported showed a slight increase so far as quantity was concerned, but a total decrease in value of about \$11,000,000, or about 8 per cent.

Exports of lard alone were 10,000,000 pounds greater in 1926 than in 1925 and the value was \$10,000,000 less.

The following table gives comparative figures for the two years:

Meat	1925.		1926.	
	Pounds.	Value.	Pounds.	Value.
Animal Oils and Fats	611,445,870	\$117,809,145	481,380,939	\$ 98,732,928
Lard	851,616,544	139,740,116	856,252,377	128,309,611
Meat	1,463,062,414	\$257,693,261	1,337,633,316	\$227,132,539

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 12, 1927, show exports from that country were as follows: To England, 147,545 quarters; to the Continent, 83,110 quarters; others, none.

Exports for the previous week were as follows: To England, 101,896 quarters; to the Continent, 106,655 quarters; others, none.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, March 11, 1927.—General provision market continues dull with slow demand for A. C. hams, bellies and lard. Demand for square shoulders lessening. Spot prices showing a slight improvement on very limited transactions. Consignments of American product extremely light, demand equally slow.

Today's prices are as follows: Shoulders, square, 71s; picnics, 76s; hams, long cut, 102s; American cut, 103s; bacon, Cumberland cut, 83s; short backs, 95s; bellies, clear, 93s; spot lard, 65s 6d.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in the United States during 1926, based on reports from about 600 packers and slaughterers whose slaughtering equaled nearly 75 per cent of total slaughter under federal inspection, is reported, with comparisons, by the U. S. Department of Agriculture as follows:

	Cattle		Hogs		Sheep and Lambs	
	Steers.	Cows and heifers.	Bulls and stags.	Burrows.	Sows.	Stags and hinds.
1926.	P.ct.	P.ct.	P.ct.	P.ct.	P.ct.	P.ct.
Jan.	41.92	54.83	3.25	54.32	45.29	39.88
Feb.	45.91	51.00	3.09	54.24	45.27	49.83
Mar.	47.77	49.17	3.06	52.32	47.14	54.23
April	53.18	43.91	2.91	51.08	48.13	79.92
May	53.52	42.38	4.10	48.90	50.24	86.81
June	51.39	43.90	4.71	45.52	55.07	81.87
July	51.78	44.76	3.46	35.87	63.31	82.91
Aug.	51.39	45.19	3.42	35.37	63.88	75.92
Sept.	47.31	49.13	3.56	38.84	60.26	90.88
Oct.	38.79	57.99	3.22	44.73	54.62	95.06
Nov.	38.04	59.00	2.96	50.31	49.24	95.01
Dec.	44.53	52.42	3.06	54.31	45.21	48.91
Avg.	46.88	49.73	3.39	47.78	51.58	84.90
1925.						
Jan.	45.44	52.01	2.55	47.78	51.81	84.91
Feb.	47.37	49.11	3.22	50.76	48.79	89.70
Mar.	48.23	48.80	2.91	51.15	48.11	91.28
April	55.03	39.87	5.10	48.06	50.29	105.91
May	56.79	39.49	3.72	47.82	51.34	84.88
June	52.27	43.83	3.00	44.53	54.71	76.91
July	50.38	45.97	3.65	39.98	60.31	71.92
Aug.	45.37	53.24	3.39	38.31	60.92	77.88
Sept.	43.63	53.07	3.30	38.40	61.00	60.91
Oct.	36.13	60.75	3.12	41.37	58.02	81.59
Nov.	33.90	62.95	3.15	48.43	51.05	80.63
Dec.	38.57	58.14	2.99	51.07	48.41	85.02
Avg.	45.31	51.31	3.38	46.65	52.73	89.70

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending March 3, 1927, with comparisons:

BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Mar. 3.	Previous week.	Same week, 1926.
Toronto	\$ 7.70	\$ 7.09	\$ 8.50
Montreal (W)	7.65	7.65	7.35
Montreal (E)	7.65	7.65	7.35
Winnipeg	7.00	6.50	6.50
Calgary	6.50	6.50	6.50
Edmonton	7.00	6.75	6.25
Pr. Albert	4.50	5.00	5.00
Moose Jaw	7.00	6.25	6.00

VEAL CALVES.

	1925.	1926.
Toronto	\$14.00	\$15.00
Montreal (W)	12.00	12.00
Montreal (E)	12.00	12.00
Winnipeg	10.50	12.00
Calgary	9.00	9.00
Edmonton	11.00	10.00
Pr. Albert	7.00	6.00
Moose Jaw	11.00	10.00

SELECT BACON HOGS.

	1927.	1926.
Toronto	\$12.77	\$12.77
Montreal (W)	13.35	13.10
Montreal (E)	13.35	13.10
Winnipeg	11.82	11.82
Calgary	12.21	12.21
Edmonton	12.10	12.10
Pr. Albert	11.27	11.27
Moose Jaw	11.82	11.82

GOOD LAMBS.

	1927.	1926.
Toronto	\$13.50	\$13.75
Montreal (W)	11.00	11.00
Montreal (E)	11.00	11.00
Winnipeg	12.00	11.75
Calgary	11.00	10.90
Edmonton	11.50	11.50
Pr. Albert	9.00	11.00
Moose Jaw	12.00	12.00

RECEIPTS AT CENTERS.

SATURDAY, MARCH 5, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	500	7,000	3,000
Kansas City	300	2,000	1,000
Omaha	100	4,000	1,500
St. Louis	100	3,000	1,000
St. Joseph	200	2,000	5,000
Sioux City	300	6,000	300
St. Paul	100	1,000	1,000
Oklahoma City	100	1,500	1,000
Fort Worth	500	400	100
Milwaukee	100	100	100
Denver	200	200	2,300
Louisville	100	100	100
Wichita	400	1,000	300
Indianapolis	200	2,000	1,000
Pittsburgh	100	1,000	200
Cincinnati	300	1,700	100
Buffalo	100	1,500	200
Cleveland	100	500	100
Nashville	100	500	100
Toronto	200	200	100

MONDAY, MARCH 7, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	18,000	48,000	16,000
Kansas City	11,000	9,000	7,000
Omaha	5,500	13,000	10,000
St. Louis	4,000	17,000	1,500
St. Joseph	2,000	2,000	6,500
Sioux City	4,000	5,000	1,000
St. Paul	4,000	12,000	4,000
Oklahoma City	800	1,000	1,000
Fort Worth	4,000	2,500	300
Milwaukee	200	600	100
Denver	3,500	3,000	8,900
Louisville	1,100	1,100	200
Wichita	4,000	3,000	300
Indianapolis	800	2,000	1,500
Pittsburgh	800	4,500	1,500
Cincinnati	1,200	4,000	1,000
Buffalo	1,100	8,000	7,700
Cleveland	1,200	3,000	1,800
Nashville	400	800	300
Toronto	2,800	1,500	800

TUESDAY, MARCH 8, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	21,000	14,900
Kansas City	7,000	6,000	6,000
Omaha	5,500	13,000	10,000
St. Louis	3,500	11,000	4,000
St. Joseph	2,200	4,000	4,000
Sioux City	3,000	10,000	1,000
St. Paul	1,800	7,000	1,000
Oklahoma City	900	1,000	1,000
Fort Worth	1,500	900	100
Milwaukee	600	2,500	400
Denver	1,400	2,300	11,600
Louisville	200	700	200
Wichita	700	1,800	200
Indianapolis	1,000	3,500	300
Pittsburgh	100	1,200	300
Cincinnati	500	1,900	100
Buffalo	100	1,000	1,200
Cleveland	100	1,000	1,000
Nashville	200	800	200
Toronto	700	1,000	400

WEDNESDAY, MARCH 9, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	13,000	12,000
Kansas City	6,000	8,500	7,000
Omaha	6,000	19,000	14,000
St. Louis	3,000	12,000	8,000
St. Joseph	2,500	7,500	6,000
Sioux City	3,500	16,000	1,500
St. Paul	2,000	15,000	700
Oklahoma City	1,400	1,500	1,000
Fort Worth	1,500	1,000	1,000
Milwaukee	400	1,000	1,000
Denver	900	1,800	7,900
Louisville	100	900	200
Wichita	500	1,500	300
Indianapolis	1,300	6,000	400
Pittsburgh	100	1,000	200
Cincinnati	300	2,100	100
Buffalo	200	1,200	1,200
Cleveland	200	1,800	1,200
Nashville	100	700	100
Toronto	1,000	1,300	100

THURSDAY, MARCH 10, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	84,000	12,000
Kansas City	2,000	5,500	6,000
Omaha	2,500	17,500	14,500
St. Louis	1,500	12,500	800
St. Joseph	1,500	6,000	5,000
Sioux City	2,000	16,000	2,000
St. Paul	2,500	9,500	500
Oklahoma City	400	700	1,000
Fort Worth	2,400	1,800	300
Milwaukee	800	2,500	400
Denver	900	2,800	12,500
Wichita	600	2,200	200
Indianapolis	700	5,000	300
Pittsburgh	100	1,200	800
Cincinnati	300	2,400	300
Buffalo	100	400	800
Cleveland	100	1,500	1,200

FRIDAY, MARCH 11, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	2,500	24,000	9,000
Kansas City	300	3,000	500
Omaha	800	1,500	3,000
St. Louis	700	13,000	3,000
St. Joseph	500	3,000	3,900
Sioux City	1,000	16,500	1,000
St. Paul	1,800	9,000	500
Oklahoma City	400	1,100	1,000
Fort Worth	800	1,000	200
Milwaukee	200	800	100
Denver	300	700	600
Wichita	300	1,500	100
Indianapolis	900	4,000	700
Pittsburgh	100	500	100
Cincinnati	300	2,000	100
Buffalo	200	1,800	4,200
Cleveland	100	1,000	1,500

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, March 10, 1927.

CATTLE—Starvation supplies naturally had a tonic effect on all grades and weights of fed steers, the week's advance amounting to 25@50c; choice heavies continued in the limelight, but the upturn was well distributed over light and medium weight steers. Practically everything went into beef channels.

Heavy fed steers reached \$13.50, several loads realizing \$12.75@13.25. Few steers scaling 1,400 lbs. or better sold under \$11.75, but light and medium weight kinds predominated, going mostly at \$9.50@12.00.

Nebraskas scaling 1,331 lbs. realized \$12.75, mixed steer and heifer yearlings from that state bringing \$11.35. Best long yearlings stopped at \$12.00, odd lots realizing \$12.50. The trade on she stock was active and strong to 25c higher; bulls gained 25@50c and vealers lost 50c@1.00.

HOGS—Receipts again small but market generally 25@35c lower for week; lower dressed values principal factor in downturn; late top \$12.15; few light-weights above \$12.00; bulk 150-200 lb. averages \$11.75@12.00; 210-240 lb. weights \$11.45@11.70; most 260-300 lb. butchers \$11.30@11.45; few 320-370 lb. offerings \$11.20 and \$11.25; bulk packing sows \$10.35@10.65; better grade slaughter pigs \$11.75@12.00.

SHEEP—Generally small supplies, although larger than the previous week, forced slaughter lambs upward, breaking on the closing day to values mostly steady with a week ago; other classes are mostly unchanged. Choice fed western lambs topped at \$16.25 with best to packers at \$15.60 and woolled lambs \$15.00@15.50 mostly.

Heavy lambs bulked at \$14.25@15.15, with a few extreme weights at \$13.25@

13.75. Clipped lambs bulked at \$12.75@13.75 with woolled culls at \$10.75@11.50. Medium to good fat ewes sold at \$8.00@9.00 with the top at \$9.50. Yearling wethers have been scarce.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., March 10, 1927.

CATTLE—Strength again featured the market for fed steers and yearlings, and all weights and grades show an advance for the week of around 25c with some of the inbetween good weighty steers and medium weights up more.

Bulk for the week turned at \$9.00@11.00, with several loads weighty steers \$11.50@12.00, and \$12.15 paid late last week for six loads 1,375 lb. weights. She stock advanced 15@25c; bulls 25@50c; and veals held fully steady.

HOGS—The heaviest run of hogs for the year to date put in appearance during the current period. Demand has been

broad from all sources and complete clearances have been effected each day.

While there has been mild fluctuation from day to day, a comparison of Thursday's prices with those of a week ago, shows values steady to 10c lower.

On Thursday of this week, bulk 160-200 lb. lights sold \$11.40@11.50; top, \$11.60; 200-250 lb. butchers, \$11.25@11.40; 250-325 lb. butchers, \$11.00@11.25; packing sows, mostly \$10.00@10.25; stags, \$9.75@10.00.

SHEEP—Receipts locally for the period have shown considerable expansion, but outside market centers have shown curtailment, and this tended to help the selling interests. General trend of prices for fat lambs has been upward, although on Thursday of this week there was a slight reaction from the high point reached Wednesday.

Comparisons Thursday with Thursday show fat lamb values around 25c higher. Bulk of fed woolled lambs, \$14.75@15.00; top, \$15.25; season's top made Wednesday at \$15.50; fed clipped lambs, \$13.15@13.50; fat sheep are 25@50c higher; choice yearlings noted at \$13.00; wethers up to \$10.75; fat ewes upward to \$10.00.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, March 10, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Hvy. wt. (250-350 lbs.), med.-ch.	\$11.20@11.50	\$11.25@11.60	\$10.75@11.25	\$10.80@11.25	\$11.00@11.20
Med. wt. (200-250 lbs.), med.-ch.	11.35@11.90	11.50@12.00	11.10@11.45	11.15@11.50	11.00@11.50
Lt. wt. (160-200 lbs.), com.-ch.	11.40@12.15	11.05@12.15	11.30@11.60	11.45@11.85	11.35@11.60
Lt. lt. (130-160 lbs.), com.-ch.	11.30@12.15	11.25@12.15	11.35@11.60	11.50@11.60	11.60@12.00
Packing sows, smooth and rough.	10.15@10.85	10.25@10.85	9.75@10.40	9.85@10.40	10.00@10.25
Slight. pigs (120 lbs. down), med.-ch.	11.25@12.15	11.00@12.00	11.75@12.25	11.75@12.25	12.00@12.50
Av. cost and wt. Wed. (pigs excluded) ..	11.56-243 lb.	11.82-222 lb.	11.23-267 lb.	11.18-252 lb.	11.30-229 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	11.50@13.50	.....	10.65@12.75	10.60@13.00	.....
STEERS (1,100-1,500 LBS.):					
Choice	12.00@13.50	10.75@12.50	11.35@12.75	11.40@13.00	10.75@12.50
Good	10.50@13.00	9.50@10.75	9.85@12.00	9.85@12.10	9.50@11.85
Medium	9.40@11.50	8.00@9.50	7.50@10.25	7.75@10.35	8.15@10.00
Common	7.50@9.40	7.00@8.00	6.00@7.50	5.75@7.75	6.65@8.50
STEERS (1,100 LBS. DOWN):					
Choice	11.75@12.75	10.75@12.00	11.25@12.65	11.40@12.65	10.60@11.75
Good	9.75@12.00	9.50@10.75	9.40@11.35	9.75@11.40	8.85@10.75
Medium	8.75@10.50	8.00@9.50	7.35@9.85	7.65@9.85	7.50@9.50
Common	7.25@9.25	7.00@8.00	5.50@7.50	5.75@7.65	6.50@8.00
Canner and cutter	6.25@7.25	5.75@7.00	4.50@5.50	4.50@5.75	5.75@6.75
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	9.25@12.50	9.00@11.25	9.00@11.85	9.15@12.00	8.85@11.50
HEIFERS:					
Good-choice (850 lbs. up)	7.50@11.00	7.50@9.50	7.15@10.40	7.40@10.35	7.10@10.50
Common-med. (all weights)	6.00@8.75	5.50@8.25	5.50@8.15	5.65@8.15	5.50@8.25
COWS:					
Good to choice	6.75@8.50	6.25@8.50	6.50@8.50	6.50@8.00	6.25@8.00
Common and medium	5.25@6.75	5.50@6.25	5.25@6.50	5.25@6.50	5.00@6.25
Canner and cutter	4.25@5.25	4.00@5.50	4.00@5.25	3.90@5.25	4.00@5.00
BULLS:					
Good-ch. (beef 1,500 lbs. up)	6.50@6.90	5.50@6.50	6.50@6.75	6.25@6.75	6.00@6.25
Good-ch. (1,500 lbs. down)	6.50@7.50	5.50@7.50	6.25@7.00	6.25@7.00	6.00@6.35
Can.-med. (canner and bologna)	5.75@6.90	4.50@6.75	5.25@6.50	4.75@6.25	5.00@6.00
CALVES:					
Medium to choice (milk fed. exc.) ..	7.00@8.50	6.00@9.00	6.00@8.50	7.00@8.75	5.25@7.50
Cull-common	5.00@7.00	5.00@6.00	4.50@6.00	5.00@7.00	4.75@5.25
VEALERS:					
Medium to choice	9.00@14.00	10.00@14.75	8.50@12.00	8.00@13.00	9.00@13.50
Cull-common	6.00@9.00	5.00@10.00	5.00@8.50	4.50@8.00	5.75@9.00
Slaughter Sheep and Lambs:					
Lambs, med. to choice (64 lbs. down) ..	13.50@16.00	13.50@15.75	13.50@13.35	13.25@15.10	12.75@15.40
Lambs, med.-ch. (92 lbs. up)	11.25@13.35	11.00@13.50	11.00@13.50	11.00@13.25	9.75@12.75
Lambs, cull-com. (all weights)	10.75@13.50	10.50@13.50	10.75@13.00	10.50@13.25	.....
Yearling wethers, medium to choice ..	10.75@13.50	10.50@13.50	10.75@13.00	10.50@13.25	.....
Ewes, common to choice	7.00@9.50	6.00@9.25	7.00@10.00	6.50@9.25	5.75@8.75
Ewes, canners and cull.	2.50@7.00	2.50@6.00	2.50@7.00	2.00@6.50	2.00@5.75

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KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., March 10, 1927.

CATTLE—Considerable unevenness featured the cattle market for the week ago. Closing levels are from steady to 50c higher. Some of the edge is off the good to choice grades, especially the weightier kinds, and prices are around steady while inbetween grades of fed steers and yearlings are generally 25@50c higher.

Long fed heavy beefs sold up to \$12.90, and choice yearlings scaling around 1,000 lbs. went at \$13.00, but were considered out of line.

Most of the fed steers and yearlings sold from \$8.75@11.50, which included numerous loads of Colorados at \$9.25@11.50.

Fat she-stock met a good demand at 25@50c higher rates while cutter grades held steady to strong. Bulls closed 10@25c higher and vealers are strong with tops at 12.50.

HOGS—A weaker undertone prevailed in the hog trade for the week and closing levels are mostly 25@30c lower than last Thursday. Shippers have been rather liberal buyers of all weights. The week's top reached \$11.90 on selected light lights scaling 140-160 lbs. packing grades are 15@25c lower.

SHEEP—Substantial price gains were scored on fat lambs the first three days of the week, but most of the advance was lost on late days, and closing levels are around 10@15c over a week ago.

The week's top reached \$15.50 on Wednesday's session, while best offerings sold on the close at \$15.10. Aged sheep were very scarce and prices are strong with odd head of fat ewes upward to \$9.50.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., March 10, 1927.

CATTLE—A broad outlet was found for the light receipts of all classes of cattle, with the meager offering of finished matured steers and mixed yearlings attracting most attention. Compared with last Thursday, steers, mixed yearlings and heifers advanced 25@50c while cows and medium bulls showed a 25@35c upturn.

Low cutters cashed 15@25c higher with vealers steady. Tops for week matured steers, \$11.60; light weight steers, \$11.00; mixed yearlings, \$10.25; bulks, steers, \$7.85@9.75; fat mixed yearlings and heifers \$8.25@9.75; cows, \$5.50@6.75; low cutters, \$4.00@4.75.

HOGS—Prices are showing some decline this week as compared with last with the market slow on anything with weight. Compared last Thursday, today's prices were generally 10@15c lower, with the exception of pigs which have held steady levels.

Top to-day was \$12.25; bulk 160-200 lb. weights, \$12.10@12.20; 210-220 lb., \$11.80@12.00; 230-260 lbs., \$11.50@11.75; weightier kinds, \$11.40@11.50; good native pigs \$11.25@12.00; packing sows \$10.50@10.65.

SHEEP—Fat lambs and yearlings are showing a 25@50c advance. Top lambs

for the week \$16.00 to outsiders, \$15.75 to big packers; bulk fed lambs, \$15.25@15.75; natives, \$15.00@15.50, culls, \$11.50@12.50; fat ewes, upward to \$9.25.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., March 9, 1927.

CATTLE—Mediumweight steers were steady on lower grades with inbetween and better grades looking 15@40c higher. Lightweights ruled mostly 25@40c higher. Mixed yearlings were not wanted as much as formerly and were fully steady to 10c up, while she stock was mostly 10@25c higher for the period. Bulls slumped slightly and closed recently steady to 25c lower.

Sales of both medium and lightweight steers were made fairly often at \$10.00@10.75, with kinds at \$9.50@9.60 slightly more numerous, while bulk of the run of steers and yearlings sold at \$8.25@9.50. Some less desirable materials cashed downwards to \$8.00 or below.

She stock cashed mostly at \$5.50@7.50, with cutters largely at \$4.25@4.75. Bulls on the medium-grade order sold at \$5.50@6.00, mostly. Vealers were about steady for the period, with sales ranging from \$12.50@13.50; cull and medium grades largely \$7.00 to around \$10.00.

HOGS—Much of the bloom so apparent in the hog market a week ago has disappeared and current prices are 25@40c under a week ago. Desirable 150@200 lb. averages are selling at \$11.50@11.60, lighter averages up to \$11.75, or better, bulk pigs \$12.50. Butchers in the 200@250 lb. class are going at \$11.25@11.40; heavier weights \$11.15@11.25; sows \$10.00@10.25.

SHEEP—Fat lamb values are strong to slightly higher than a week ago, best today \$15.25, with strictly choice grade lambs salable slightly higher. A few odd natives are going at \$14.00@14.50; culls \$10.00@11.00. Best fat ewes are selling at \$8.75.

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ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., March 8, 1927.

CATTLE—Cattle receipts the first two days this week around 5,000. These were mostly beef steers and yearlings, and included a good showing of Colorado steers. Trade ruled fairly active both days and the market is strong to 15c higher, with better grades possibly higher.

Quality was improved and more good cattle were included than during the previous week. Top steers averaging 1,066 lbs. sold at \$11.25; heavier weights sold at \$11.00, and bulk of all sales ranged \$9.00@10.65. Colorado steers ranged \$9.25@11.00, and Texas meal and hull-feds went at \$9.35.

Mixed yearlings sold up to \$9.75. Butcher classes steady to strong. Choice cows up to \$7.65; most medium to good kinds \$5.50@7.00, and canners and cutters \$4.00@4.75.

Odd head of heifers reached \$10.00; best in load lots \$9.15; and bulk of medium to good kinds \$7.50@8.75. Bulls unchanged, with bolognas mostly \$5.50@6.00; choice grades up to \$6.50. Calves steady; top veals \$12.00.

HOGS—Hog receipts for the two days were light, numbering around 6,700. There was an uneven tone to the trade and prices are little changed with last week's close. To-day's top was \$11.75 on choice lights, and bulk of all sales ranged \$11.10@11.60. Bulk of packing sows \$10.25@10.50.

SHEEP—Sheep receipts were fair, totaling around 14,500 for the week to date. Lambs 40@50c higher, with top kinds to-day at \$15.25 and heavier weights down to \$14.25.

Clips sold \$12.75@13.35. Aged sheep strong to 10c higher. Good ewes sold \$9.25@9.35; wethers \$10.25@11.50, and yearlings \$12.75.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 5, 1927.

CATTLE.

	Week ending Mar. 5	Prev. week.	Cor. week.
Chicago	23,276	25,205	25,062
Kansas City	22,494	23,969	23,506
Omaha	21,920	21,510	21,041
East St. Louis	10,635	11,116	9,405
St. Joseph	9,440	8,939	8,882
St. Louis	10,579	11,516	8,024
Cudahy	815	704	700
Fort Worth	6,536	5,529	6,156
Philadelphia	2,036	2,057	1,952
Indianapolis	4,177	5,115	4,122
Boston	1,202	1,080	1,042
New York and Jersey City	9,165	9,228	9,560
Oklahoma City	3,636	5,435	5,197
Total	125,911	131,513	125,052

HOGS.

Chicago	99,500	115,000	110,900
Kansas City	32,301	29,601	33,248
Omaha	42,625	39,559	50,624
East St. Louis	31,454	32,201	31,514
St. Joseph	18,603	20,599	21,883
St. Louis	38,235	39,667	34,676
Cudahy	14,351	11,966	6,639
Fort Worth	7,727	7,941	5,874
Philadelphia	815	704	700
Indianapolis	37,552	31,399	19,645
Boston	11,568	10,766	10,764
New York and Jersey City	48,765	50,676	46,257
Oklahoma City	4,617	5,711	5,333
Total	406,991	412,316	369,393

SHEEP.

Chicago	47,906	50,548	50,020
Kansas City	18,332	15,127	21,176
Omaha	35,012	30,255	44,597
East St. Louis	8,843	6,527	5,738
St. Joseph	25,467	26,611	25,018
St. Louis	10,091	6,396	8,948
Cudahy	395	382	341
Fort Worth	1,308	2,388	2,182
Indianapolis	5,100	6,318	3,602
Boston	676	706	708
New York and Jersey City	3,714	3,821	4,410
Oklahoma City	53,802	54,256	48,721
Total	210,702	208,829	160,172

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, March 5, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,156	16,100	15,194
Swift & Co.	5,165	7,400	18,173
Morris & Co.	2,933	5,200	6,928
Wilson Co.	4,731	12,200	7,611
Anglo-Amer. Prov. Co.	1,105	1,600	...
G. H. Hammond Co.	2,285	3,000	...
Libby, McNeill & Libby	881	...	...
Brennan Packing Co.	5,800	hogs; Miller & Hart,	...
Boyd, Lunham & Co.	2,300	hogs; Western Packing	...
Provision Co.	6,900	hogs; Roberts & Oake,	...
hogs; others,	27,200	hogs.	...

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,026	942	3,801	2,614
Cudahy Pkg. Co.	2,460	898	2,724	4,463
Fowler Pkg. Co.	971	19	...	...
Morris & Co.	2,647	877	2,118	2,788
Swift & Co.	2,840	1,196	10,027	3,282
Wilson & Co.	4,220	505	12,080	4,969
Local butchers	540	180	1,325	27
Total	16,704	4,608	32,075	18,173

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,206	12,068	11,726
Cudahy Pkg. Co.	4,850	10,895	8,330
Dold Pkg. Co.	1,175	4,504	...
Morris & Co.	3,695	5,847	6,201
Swift & Co.	6,806	9,654	14,777
Eagle Pkg. Co.	7	...	...
Glassburg, M.	12	...	...
Glaser Prov. Co.	124	...	...
Hoffman Bros.	51	...	...
Mayerowich & Vail	65	...	...
J. Rife Pkg. Co.	58	...	...
J. Roth & Sons	125	...	...
So. Omaha Pkg. Co.	5	...	...
Lincoln Pkg. Co.	48	...	...
Marrell Pkg. Co.	110	...	...
Nagle Pkg. Co.	209	...	...
Sinclair Pkg. Co.	643	...	...
Wilson & Co.	4,425	...	...
Kennett-Murray Co.	4,367	...	...
J. W. Murphy	16,871	...	...
Other hog buyers, Omaha	...	...	...
Total	22,239	70,731	41,034

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,256	406	3,638	941
Swift & Co.	2,467	1,456	6,561	3,028
Morris & Co.	1,093	521	3,092	707
East Side Pkg. Co.	1,473	327	4,300	...
All others	4,394	1,728	13,854	4,167
Total	10,633	4,438	31,454	8,943

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,380	919	9,604	17,312
Armour & Co.	2,043	465	5,331	3,699
Morris & Co.	2,125	427	4,505	4,456
Others	2,388	195	5,677	977
Total	9,886	2,006	25,122	26,444

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy & Co.	2,904	516	15,923	3,985
Armour & Co.	3,058	502	14,067	3,874
Swift & Co.	1,732	624	8,221	4,279
Sacks Pkg. Co.	225	20	7	...
Smith Bros. Pkg. Co.	48	14	16	...
Local butchers	99	6	...	...
Order buyers and packer shipments	1,991	92	22,030	...
Total	10,075	1,774	60,264	12,138

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,483	512	1,852	25
Wilson & Co.	1,242	318	2,393	131
Other butchers	81	...	372	...
Total	2,806	830	4,617	156

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,288	7,366	7,438	518
U. D. B. Co., N. Y.	65	...	...	...
The Layton Co.	...	...	576	...
R. Gunz & Co.	144	...	44	...
Armour & Co., Milw.	385	3,692	...	...
N. Y. B. D. M. Co., N. Y.	34	...	...	...
Bimble, Harrison, N. J.	...	...	396	...
Swift, Baltimore, Md.	...	...	387	...
Corkran Hill, Baltim.	...	...	...	...
Butchers	240	331	53	130
Others	143	74	11	1
Total	2,533	11,507	9,493	640

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	807	653	7,413	1,814
Dold Pkg. Co.	421	15	4,023	...
Local butchers	198	...	...	...
Total	1,516	668	11,436	1,814

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	524	78	2,523	3,525
Armour & Co.	1,575	978	11,496	531
Blayne-Murphy Co.	510	80	1,180	...
Others	300	200	439	182
Total	1,901	441	7,177	4,666

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,851	4,940	17,737	2,328
Cudahy Pkg. Co.	295	1,918	...	...
Hertz Bros.	174	31	...	...
Swift & Co.	4,089	8,307	21,978	3,945
United Pkg. Co.	1,877	114	...	...
Others	656	1,020	14,141	248
Total	9,442	16,330	53,856	6,521

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,733	3,306	5,887	1,627
Kingman & Co.	1,575	978	11,496	531
Armour & Co.	162	48	2,918	44
Indianapolis Abat. Corp.	1,465	58	...	38
Hilgemeyer Bros.	...	...	1,115	...
Brown Bros.	105	19	...	...
Bell Pkg. Co.	133	...	...	...
Schussler Pkg. Co.	14	...	290	...
Riverview Pkg. Co.	10	...	302	...
Meier Pkg. Co.	102	10	304	...
Indianapolis Prov. Co.	20	4	254	...
A. Wabnitz	5	72	...	26
Hoosier Abat. Co.	43	...	...	...
Others	472	100	317	16
Total	5,850	4,607	23,155	2,282

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	707	392	4,933	140
Kroger Groc. & Bak. Co.	268	68	2,851	...
Gus Juengling	201	147	...	44
J. F. Schroth Pkg. Co.	17	...	2,698	...
H. H. Meyer Pkg. Co.	9	...	2,189	...
J. Hilberg's Sons	149	...	...	27
A. Sander Pkg. Co.	5	...	2,238	...
Sam Gall	...	16	...	176
J. Schlacter's Sons	233	193	...	93
Wm. G. Rehn's Sons	145	35	...	...
Total	1,734	841	14,900	480

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending March 5, 1927, with comparisons:

CATTLE.

	Week ending Mar. 5.	Prev. week.	Cor. week.
Chicago	23,276	25,205	25,062
Kansas City	10,704	19,361	18,083
Omaha	22,239	21,858	22,369
St. Louis	10,633	8,498	19,762
St. Joseph	9,886	9,045	9,043
St. Louis	10,075	11,003	8,917
Oklahoma City	2,806	4,102	3,403
Indianapolis	5,859	6,143	5,312
Cincinnati	1,734	1,732	1,469
Milwaukee	2,533	2,605	1,517
Wichita	1,516	1,750	1,402
Denver	1,991	2,081	2,468
St. Paul	9,442	9,848	9,691
Total	118,714	123,994	111,065

HOGS.

Chicago	99,500	115,000	110,900
Kansas City	29,075	29,601	33,248
Omaha	70,731	65,354	86,672
St. Louis	31,454	15,814	77,821
St. Joseph	25,122	32,053	28,740
St. Louis	60,264	52,002	63,450
Oklahoma City	4,617	5,711	5,333
Indianapolis	23,135	30,173	29,623
Cincinnati	14,900	14,568	14,683
Milwaukee	9,493	10,025	8,553
Wichita	11,436	9,960	12,639
Denver	7,177	7,644	14,344
St. Paul	33,856	48,618	57,144
Total	443,789	436,523	509,922

SHEEP.

Chicago	47,906	50,548	50,020
Kansas City	18,173	15,127	21,176
Omaha	41,034	32,601	49,608
St. Louis	4,167	20,643	6,106
St. Joseph	26,444	29,021	26,100
St. Louis	12,138	6,983	63,450
Oklahoma City	156	34	11
Indianapolis	2,282	2,491	1,502
Cincinnati	480	721	758
Milwaukee	449	456	163
Wichita	1,314	1,315	306
Denver	4,886	4,726	4,334
St. Paul	6,521	7,532	2,932
Total	165,950	172,256	205,350

A "Classified" advertiser who spent \$2 a week to secure an account wrote THE NATIONAL PROVISIONER:

"I have had

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES.—There was a fair movement in the packer hide market during the week, around 40,000 hides reported sold. Light native cows advanced another $\frac{1}{4}$ c for regular points while St. Pauls sold $\frac{1}{2}$ c over previous price; other descriptions moved at steady prices. The call is particularly for cow hides. When the trading was over at the end of last week, the total movement was found to cover around 300,000 hides for that week. With the moderate sales this week, packers have fairly well cleaned up stocks again, right into kill on most descriptions, and a firm market appears to be in prospect for the time being.

Spread native steers last sold at 16c for a car of Jan.-Feb. take-off, late last week. Around 3,700 heavy native steers sold this week at 14c, and previous sales late last week at same figure. One car of St. Paul extreme native steers sold at 14c, with last trading at $13\frac{1}{2}$ c for regular points.

Butt branded steers inactive; last trading at $13\frac{1}{2}$ c and some asking 14c. Colorados were sold by three packers, a total of 8,700 bringing 13c. Heavy Texas steers last sold at $13\frac{1}{2}$ c, light Texas steers at $12\frac{1}{2}$ c and extreme light Texas steers moved with branded cows at 12c.

Several packers sold heavy native cows, around 8,000 bringing $12\frac{1}{2}$ c for regular points; a few St. Paul heavy native cows sold at 13c. Around eight cars of light native cows sold at $13\frac{1}{2}$ c for Feb.-March, regular points, this being a further advance of $\frac{1}{4}$ c over last week. One packer sold 1,000 St. Paul light native cows early at $13\frac{1}{2}$ c, and another killer sold 2,000 later at 14c, this being full $\frac{1}{2}$ c over last week's figure. Two cars of branded cows sold early at 12c, a steady price; there is a good demand at 12c but this figure later declined.

Native bulls last sold at $9\frac{1}{2}$ c for Jan.-Feb.; branded bulls last moved at 8c for Jan.-Feb., all points.

SMALL PACKER HIDES.—Market inactive locally but talked a shade stronger, based on recent sales of big packer light native cows at $\frac{1}{4}$ c advance over price two weeks ago. At that time, most local killers cleaned out March productions at $12\frac{1}{2}$ c for all-weight native steers and cows and $11\frac{1}{2}$ c for branded; native bulls sold at 9c and branded bulls 8c. One local killer not offering March hides; another killer has recently sold productions of outside plants at above prices. A few outside lots have moved around $\frac{1}{4}$ c under these figures, delivered.

COUNTRY HIDES.—Country hides continue firm, with offerings moderate. Good all-weights rather scarce and $12\frac{1}{2}$ c, selected, delivered, has been paid for prompt delivery, around 47 lb. average. Heavy steers quoted at $10\frac{1}{2}$ c@ $11\frac{1}{2}$ c; heavy cows, $10\frac{1}{2}$ c@ $10\frac{1}{2}$ c. Good 45-60 lb. buffs have sold at 12c; some sales at $11\frac{1}{2}$ c for buffs with moderate percentage of grubs. Extremes firmer, up to $14\frac{1}{2}$ c being asked for good 25-45 lb. weights; 25-50 lb. weights priced at $7\frac{1}{2}$ c@ $8\frac{1}{2}$ c, selected. All-weight western branded quoted at $10\frac{1}{2}$ c, Chgo. freight.

CALFSKINS.—Packer calfskin market fairly active. One killer moved around 32,000 Jan.-Feb. skins; prices not disclosed but generally understood to have been $17\frac{1}{2}$ c for picked points, 17c for regular points and $16\frac{1}{2}$ c for southern.

First salted Chicago city calfskins last moved at 17c for 8-10 lb. and $16\frac{1}{2}$ c for

10-15 lb. weights; the light skins now talked a shade easier. Outside city skins quoted around 16c. Resalted lots priced at $14\frac{1}{2}$ c, selected. Straight countries quoted around $13\frac{1}{2}$ c.

KIPSKINS.—One packer sold around 8,000 kipskins; understood to have received $16\frac{1}{2}$ c for natives, 16c for over-weights and 14c for branded.

First salted Chicago city kips last sold at $15\frac{1}{2}$ c; some ask a shade higher. Outside city kips quoted around $15\frac{1}{2}$ c. Resalted lots quoted at $13\frac{1}{2}$ c@ $15\frac{1}{2}$ c, selected. Straight countries around $13\frac{1}{2}$ c asked.

Packer regular slunks quoted at \$1.51@1.25. Hairless slunks quoted at from 70c up to 80c, according to percentage of No. 2's.

HORSEHIDES.—Horsehides rather quiet; demand fair. Choice renderers priced at \$5.00@5.25. Good mixed lots, averaging around 60 lbs., have sold at \$4.75, while some ordinary mixed lots have sold at \$4.25, flat.

SHEEPSKINS.—Dry pelts quoted at 22@24c per lb., according to section. Some activity in shearlings; one packer sold a car at \$1.05 and this could be obtained for more No. 1's, if available. One car sold at 95c, and two cars reported at 92 $\frac{1}{2}$ c, these reported as running around 20 per cent No. 1's. Production running mostly to No. 2's at this season. Pickled skins a shade firmer; one car reported sold at \$7.25 per doz. at Chicago and this figure now generally asked. Packer wool lambs priced around \$3.25 per cwt. live lamb at Chicago.

PIGSKINS.—No. 1 pigskin strips quiet and a shade easier; production has been heavy and buyers' immediate requirements appear to have been taken care of. Market quoted nominally 7@7 $\frac{1}{2}$ c. Gelatine stocks quiet and quoted at 4 $\frac{1}{2}$ c, Chicago, on basis of recent sales and contracting by large producers for the year.

New York.

PACKER HIDES.—City packer hide market active and strong. Following the heavy trading in the West at steady prices at the end of last week, city packers moved their entire February productions of both native and branded steers, obtaining full Chicago prices for entire list; around 30,000 hides were sold. Native steers brought 14c, butt branded steers $13\frac{1}{2}$ c, and Colorados 13c. Buyers are showing considerably more interest. March hides not yet offered but killers talking $\frac{1}{2}$ c advance for March stocks.

COUNTRY HIDES.—Country hides strong and in good demand. Dealers generally asking higher prices. Extremes offered sparingly around 14c for 25-45 lb. weights, some held higher. Buffs firmly held and better demand for bulls.

CALFSKINS.—Calfskins in slightly better demand. Some interest in 5-7's, which are held at \$1.90; some 7-9's reported to have sold at \$1.85 but unconfirmed, and \$1.90 generally asked; the 9-12's are held at \$2.70.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending March 5, 1927, 4,519,000 lbs.; previous week, 4,894,000 lbs.; same week, 1926, 3,175,000 lbs.; from Jan. 1 to March 5, 46,367,000 lbs.; same period, 1926, 30,548,000 lbs.

Shipments of hides from Chicago for the week ending March 5, 1927, 5,399,000 lbs.; previous week, 6,540,000 lbs.; same week, 1926, 5,128,000 lbs.; from Jan. 1 to March 5, 52,477,000 lbs.; same period, 1926, 51,984,000 lbs.

LESS GERMAN LIVESTOCK.

Rapid recovery in the population of all classes of German livestock in 1926 compared with 1912 is shown in the livestock census recently issued by the German government. The figures cover the whole of Germany with the exception of the Saar district, and are as of December 1, 1926.

The 1926 figures compared with the previous year and 1912 are as follows:

Hogs:			
1926	19,412,389		
1925	16,199,573		
1912	22,533,393		
Young cattle (3 months to 2 years):			
1926	4,930,630		
1925	5,044,086		
1912	5,448,671		
Cows (incl. milk cows):			
1926	10,066,617		
1925	9,958,048		
1924	9,742,143		
1912	9,972,572		
Calves (under 3 months):			
1926	1,405,252		
1925	1,326,460		
1912	1,684,346		
Bulls, steers, oxen:			
1926	792,810		
1925	873,742		
1912	1,368,785		
Sheep:			
1926	4,083,934		
1925	4,752,833		
1924	5,735,147		
1912	4,987,827		

These figures show that the 1926 population of hogs is only 14 per cent below that of 1912; cattle 7 per cent under 1912 and sheep 18 per cent less.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending March 12, 1927, with comparisons, are reported as follows:

PACKER HIDES.				
	Week ending Mar. 12, '27.	Week ending Mar. 5, '27.	Cor. week Mar. 12, '27.	1926.
Spread native				
Steers	@16	15	@15 $\frac{1}{2}$ n	@14 $\frac{1}{2}$ n
Heavy native				
steers	@14		@14	@12 $\frac{1}{2}$
Heavy Texas				
steers	@13 $\frac{1}{2}$		@13 $\frac{1}{2}$	@12
Heavy butt				
branded steers	@13 $\frac{1}{2}$		@13 $\frac{1}{2}$	@12
Heavy Colorado				
steers	@13		@13	@11 $\frac{1}{2}$
Ex-light Texas				
steers	@12		@12	@11
Branded cows	@12		@12	@10 $\frac{1}{2}$
Heavy native				
cows	@12 $\frac{1}{2}$		@12 $\frac{1}{2}$ ax	@10 $\frac{1}{2}$
Light native				
cows	@13 $\frac{1}{2}$	13	@13 $\frac{1}{2}$	@11 $\frac{1}{2}$
Native bulls	@9 $\frac{1}{2}$		@9 $\frac{1}{2}$	@9 $\frac{1}{2}$
Branded bulls	@8		@8	@7 $\frac{1}{2}$
Calfskins	@17 $\frac{1}{2}$ N@16 $\frac{1}{2}$ S		@17 $\frac{1}{2}$	@20
Kips	@16 $\frac{1}{2}$ @17		@17	@15 $\frac{1}{2}$
Kips, overwt.	@16	16	@17n	14
Kips, branded	@14	13 $\frac{1}{2}$	@14n	@13
Slunks, regular	1.15@1.25	1.15@1.25	@1.25	@1.25
Slunks, hairless	.70 @75	.75n	50	@80
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.

	Week ending Mar. 12, '27.	Week ending Mar. 5, '27.	Cor. week Mar. 12, '27.	1926.
Natives, all				
weights	12 $\frac{1}{2}$ @13n	@12 $\frac{1}{2}$	11 $\frac{1}{2}$ @12	
Branded hds.	11 $\frac{1}{2}$ @12n	@11 $\frac{1}{2}$		
Bulls, native	@9	@9	@10	
Branded bulls	@8	@8	@11 $\frac{1}{2}$	
Calfskins	16 $\frac{1}{2}$ @17	16	@18 $\frac{1}{2}$	@18 $\frac{1}{2}$ n
Kips	15 $\frac{1}{2}$ @16	15 $\frac{1}{2}$ @16	@15 $\frac{1}{2}$ n	
Slunks, regular	@1.00n	@1.00		@1.00
Slunks, hairless				
No. 1	.50 @55	50 @55	@40	

COUNTRY HIDES

	Week ending Mar. 12, '27.	Week ending Mar. 5, '27.	Cor. week Mar. 12, '27.	1926.
Heavy steers	10 $\frac{1}{2}$ @11	10 $\frac{1}{2}$ @11	11	@11 $\frac{1}{2}$
Heavy cows	10@10 $\frac{1}{2}$	10@10 $\frac{1}{2}$	9	@9 $\frac{1}{2}$
Extremes	11 $\frac{1}{2}$ @12	11 $\frac{1}{2}$ @12	9 $\frac{1}{2}$ @10	
Bulls	7 $\frac{1}{2}$ @8ax	7 $\frac{1}{2}$ @8ax	7 $\frac{1}{2}$ @8	
Calfskins	13 $\frac{1}{2}$ ax	13 $\frac{1}{2}$ ax	14	@15
Kips	13 $\frac{1}{2}$ ax	13 $\frac{1}{2}$ ax	12	@13
Light calf	1.00@1.10	1.00@1.10	80	@90
Deacons	1.00@1.10	1.00@1.10	70	@80
Slunks, regular	.60 @70	.60@70	70	@80
Slunks, hairless	.15 @25	.15 @25	25	@30
Horsehides	4.25@5.25	4.00@5.25	4.00@4.25	
Hogskins	@40ax	35 @40	25 @30	

SHEEPSKINS.

	Week ending Mar. 12, '27.	Week ending Mar. 5, '27.	Cor. week Mar. 12, '27.	1926.
Packer lambs	1.80@2.00	2.00@2.50	2.25@2.50	
Pkra. shearings	1.00@1.05	1.00@1.05	1.10	
Dry pelts	22@24	22@25	23@23	

ICE AND REFRIGERATION

ICE NOTES.

The General Utilities & Operating Co. plan to erect a light, ice and cold storage plant in Monticello, Fla.

The Adel Ice & Cold Storage Co., will erect a new plant in Adel, Ga.

The Ocean Springs Ice & Coal Co. are building a cold storage and ice plant on Jackson avenue, Ocean Springs, Miss.

The Rockwell Ice and Storage Co., of which W. J. Risinger is vice-president, plan to erect a cold storage and ice plant in Camden, Ark. This company was recently incorporated with a capital stock of \$60,000.

The Jefferson County Power Co. plan to erect a 15,000 cu. ft. cold storage building in Monticello, Fla.

A cold storage plant which will cost

about \$30,000 is to be erected in Albany, Ga., by Sidney and Lee Sterne, owners of Georgia Commission Co., Booker street.

The Mississippi Ice & Utilities Co., Pascagoula, Miss., is erecting a cold storage plant and ice depot at Moss Point, Miss. H. F. Gautier is the local manager of the company.

A large commercial cold storage plant is being built at Muskogee, Okla., by the Southern Ice and Utilities Co., of which James M. Allen is the manager.

The City Commissioners of Leesburg, Va., plan to erect a three car capacity storage plant in the city.

Charles Hinson and J. H. Stephens have incorporated the Williston Ice and Cold Storage Co. at Williston, Fla., with a capital stock of \$20,000.

W. O. and L. L. Duke plan to erect a 15-ton ice and cold storage plant in Adel, Ga.

STATE COLD STORAGE LAWS.

Issuance of Government certificates of quality on perishable products does not relieve owners of the products of the necessity for complying with state laws covering the labeling of cold storage commodities, the Bureau of Agricultural Economics, United States Department of Agriculture, has announced in response to requests for a ruling on the subject.

The occasion for these requests has been the publication of advertisements recently, one of which features the words, "Forget the Words Cold Storage," and includes, among other things, the statement prominently displayed that "you can avoid labeling your carton cold storage by processing your eggs and using the United States Certificate of Quality."

"The attitude of the bureau, toward the marking of perishable products as 'cold storage,' according to the announcement, 'is that wherever there is a State law requiring that goods be so marked, the State law should be complied with fully wherever it is applicable.'

"The certificates of quality referred to are a part of the inspection service conducted by this bureau on butter and eggs and their form and use is described in Service and Regulatory Announcement No. 96, Supplement 1. The certificate of quality is merely a convenient method of carrying to the consumer the information contained on the official inspection certificate, obtained by the distributors as to the quality and condition of the goods covered by such certificate.

"Certificates of quality can be used only when supported by an official inspection certificate for the wholesale lot. That inspection service and the certificates of quality authorized thereunder are purely voluntary and in no way affect the requirements of any State laws with respect to the marking of goods as cold storage or the processing in any manner and are intended merely to show the actual quality and condition of the goods at the time of inspection regardless of their history.

"The bureau is of the opinion that many of the legal and marketing difficulties arising in connection with the administration of various State laws relating to the marking of perishable products handled through cold storage warehouses might be minimized by the sale of such commodities according to definite quality standards."

LESS U. S. PORK IN ITALY.

Imports of American pork products into Italy have declined sharply in the last 3 years, according to reports to the U. S. Department of Agriculture by H. C. MacLean, American Commercial Attache at Rome. In a market which formerly depended almost entirely upon the United States for imported lard and fat backs, lard imports from the United States for 1926 reached only 2,268,000 lbs. against 7,138,000 lbs. in 1924.

In fat backs, the decline is even more striking, imports of the United States product standing at 1,078,000 lbs. for 1926 against 22,466,000 lbs. in 1924.

Among the several reasons advanced for this situation, the important ones are: 1, Increasing domestic production, which has cut down the total imports of all pork products; 2, Successful competition from European sources, and 3, The tendency of Italians to avoid meat products in times of relatively depressed industrial activity.



The New Mark Hopkins Hotel, San Francisco, Cal., nearing completion. Mundet Jointite Cork Pipe Covering was used throughout on the cold pipe lines.

For Covering Pipe

Discriminating plant owners are rapidly learning that wherever there are cold pipe lines it pays to cover them with

Mundet
Jointite
Cork
Pipe
Covering

Cork is ideal because of its remarkably low heat transmission, its natural waterproofness, its limitless life, and low cost of installation. It is a very simple matter, with the half sections of perfect-fitting covers, to insulate PROPERLY many more feet of pipe per day with cork than is possible with any other covering.

Our Practical Refrigerating Engineers cover the entire United States. They will gladly help you with any cold insulation problem. No obligation whatever. We manufacture, sell, and install, complete.

L. MUNDET & SON, Inc.

Hillside, New Jersey

Established 1865

New York Office: 461 Eighth Ave.

Also Manufacturers of Jointite Pure Cork Board for all cold insulating purposes



A New Invention—

The Browne Defroster

Surplus frost on refrigerant-coils blocks circulation. It causes a lot of work. Removing frost frequently requires shutting off the refrigeration.

All this is eliminated with the Browne Defroster, a simple little machine that will do the work of many men in one hour. The Browne Defroster is guaranteed to remove rapidly the accumulated frost from the pipes without interfering with the refrigeration or temperature of the rooms.

The saving in labor, refrigeration and power bill quickly pays for this necessary unit.

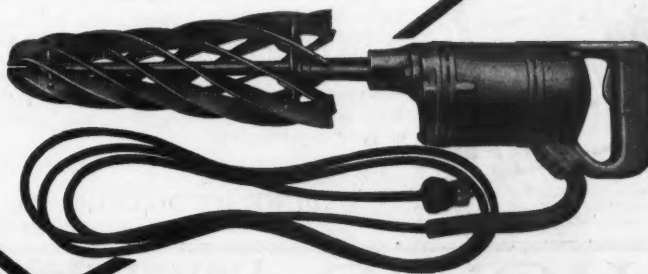
A wonderful tool.

Write the manufacturer for detailed information and price and state what voltage.

Milton W. Browne

Consulting Expert

3103 Coleman Road Kansas City, Mo.
Inventor and Manufacturer of The Browne
Defroster and Browne Cold Air Circulation and Humidity Control System



Patented U. S. Oct. 12, 1926—all rights reserved in all foreign countries.

INSULATING PACKERS' ROOFS.

Condensation on the ceiling of the room has "played hob" with the product of many a meat packer or sausage maker. Quite often much of the work of preparing, stuffing and cooking sausage, for instance, is done on the top floor of the building, and when the warm, moist air of the room strikes the cool ceiling, condensation and a consequent dripping into the product is the result.

To overcome this difficulty, many packers and sausage makers are putting insulation on the roofs of their plants, corkboard slabs being commonly used. This not only prevents condensation and dripping, but by preventing transmission of heat through the roof, saves coal in winter and keeps the room cooler in summer.

To explain some of the advantages of corkboard roof insulation and to show methods of applying it, the United Cork Companies, of Lyndhurst, N. J., have issued an attractively prepared catalog entitled "Crescent Corkboard Roof Insulation." It is well gotten up and profusely illustrated, and is a valuable handbook on roof insulation in general, being filled, as it is, with interesting data and information.

COLD STORAGE IN AFRICA.

A plea for cold storage plants to be established by the government on the coast and inland, in Pretoria, South Africa, was made recently by cattle breeders in Pretoria, meeting under the auspices of the South African Agricultural Union. The conference emphasized the fact that it was necessary for the government to place the industry on a sound footing, and urged the establishment of adequate cold storage space to care for the growing demands.




**The "YORK" Effectually Provides That
DRY, MOISTURE-FREE and
SANITARY Refrigeration**

so necessary for the preservation and improvement of food supplies.

It is economical, easily installed and easy to run.

Write for our new Bulletin 94.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

Cold Storage Insulation

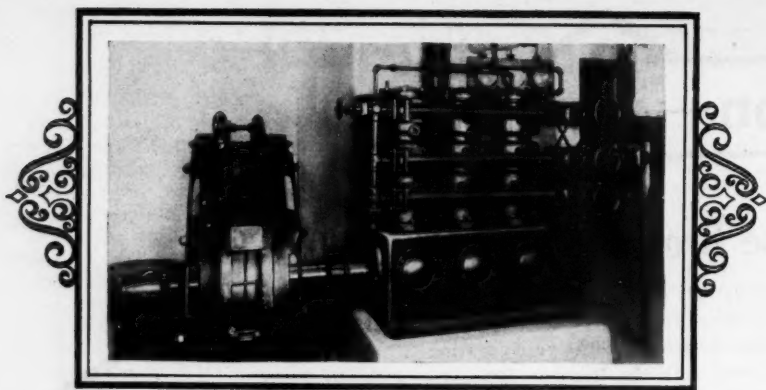
All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

When you write the advertiser, mention THE NATIONAL PROVISIONER



COLD~as you want it with a HOWE



Send for our complete
catalog showing HOWE
machines and installations

Howe Multiple Effect compressors are designed to operate at two different low pressures, making it possible to maintain high and low temperatures with one machine at a decided saving in power consumption.

Why buy two compressors when one will take care of your requirements?

Howe compressors are built in all sizes to meet any refrigeration problem.

HOWE ICE MACHINE CO.
2825 Montrose Avenue, Chicago

HOWE Dependable Refrigeration

STEVENSON'S 1922

"Man Size" Door Closer

stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29½ in.) \$9.50 No. 2 (33½ in.) \$8.50
Prices F. O. B. Chester

State size of doors. Whether right or left hand. Whether door and frame are flush.

There's only one way to greater economy—shall we tell you about it?

Stevenson Cold Storage Door Co.

1511 West Fourth St.

Chester, Penna.

Out shows right hand door closer, No. 1 size, 29½ in. long. Its spring—No. 1 gauge wire 9/32 galv.—would very open so ice and rust cannot clog it. Made in two sizes, and for both right and left hand doors.

PORK IN THE WORLD WAR.

(Continued from page 26.)

ordered out of German waters and the Allied naval forces were distributed so as to bring further pressure if needed.

These were the provisions deemed necessary by the Allied governments and in large measure they prevailed over the protests of American representatives who did not believe, in view of Germany's condition, that such minute provisions, involving serious interruption of trade and business, were necessary.

In conformity with Mr. Hoover's ideas, the Supreme War Council permitted the United States Food Administration to continue its food deliveries throughout the period when Germany's acceptance of the peace terms remained to be signified.

The great increase in the risks assumed by the United States Food Administration in its enormous shipments of food to Germany and contiguous countries was

brought before the Supreme Economic Council at several times and Mr. Hoover finally secured a resolution through that body stating that any losses suffered by the United States Food Administration through the reimposition of the blockade on Germany should be regarded as a joint Allied responsibility. However, no losses were suffered on this account.

Blockade Finally Lifted.

The blockade of Germany was finally raised on the first of July, 1919, as soon as information had been received that the Treaty of Peace had been accepted by Germany.

The long-continued blockade of Germany undoubtedly had an important effect upon all the countries of the world and was one of the significant causes of the enormous speculative rise in prices in the latter part of 1919.

Testifying before a subcommittee of the United States House of Representatives at

a session held in Paris on September 2, 1919, Mr. Hoover said apropos of this subject:

"The problem has to be stated a little bit at length. In the first place, to get back to the last four months, the delay in the termination of the blockade is, to my mind, the root of the present difficulties.

Speculating on Demands from Central Europe.

"The whole commercial world, dealing in food and other commodities as well, has conceived that there was an enormous vacuum to be filled in Central and Eastern Europe with food supplies and other commodities. That is literally true, and the world has been speculating on the opening of that vacuum.

"That speculation has not been confined to the United States. Merchants of Calcutta, Singapore, Shanghai, Australia, and of all the world have been busy speculating on the probable demands of Central and Eastern Europe.

"For instance, the price of vegetable oils has gone up enormously all over the world and at a much higher rate than in the United States, and the speculative rise in foodstuffs anywhere in the world affects the American market.

"Now, it is very difficult to put your finger on that speculation as to a specific individual, because a speculator in London buys futures of American foodstuffs through Liverpool, and a merchant in Calcutta may buy vegetable oils in Egypt, and so you go; but the cumulative result of all this speculation has been to lift the price level all over the world.

Blockade Raised General Price Levels.

"The blockade was finally taken down on the 1st of July. The American authorities fought that blockade from the day of the Armistice, and I stated repeatedly that the only thing that was lifting the price level was the continuation of the blockade and its stimulation of speculation. If the blockade had been taken down promptly, the actual situation in Central Europe would have become patent and that phenomenon would not have accumulated.

"The blockade came down and the whole mercantile world is just now beginning to realize that Central Europe has nothing to pay with except its local currency and that the local currency cannot be transformed into gold unless all of those countries can secure credit.

Now, we have a very pertinent incident of this sort at the present moment. In the neutral northern ports, running all the way from Amsterdam to Rotterdam, Copenhagen, Stockholm, and so forth, the wharves and warehouses are so filled with foodstuffs that they are no longer able to discharge ships there, and ships have been on demurrage for the last month or two loaded with food.

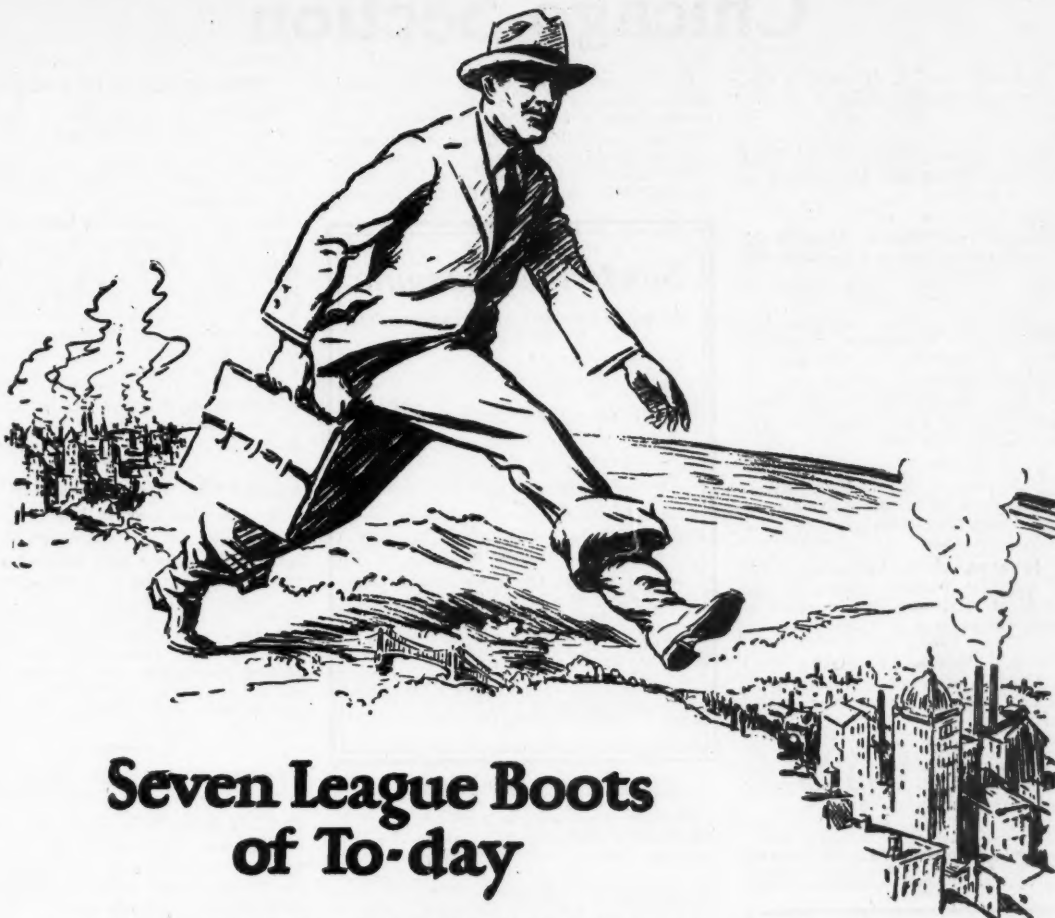
"That stuff has arrived from all quarters of the globe, and they are just beginning to realize that Poland, Czechoslovakia, the Balkan states, and all of those people have nothing to pay with but their local currency, and the individual merchant finds himself in trouble because he cannot accept that currency unless he can transform it into gold."

Harm Done by Continuing Blockade.

Had it not been for the long continuation of the blockade, merchants throughout the world would have learned earlier and gradually that these European countries lacked the means of paying for these commodities although there can be no doubt as to their needs.

In that case much of the ensuing speculation and price pyramiding would have been avoided and the drastic world-wide price decline of 1920 might, to some degree, have been avoided.

[The next installment of this story will tell something of the food relief to the liberated countries and the utilization of large quantities of America's surplus pork products.]



Seven League Boots of To-day

It is a great stride from these mythological boots to our modern means of transportation—a still greater step in advance when we consider today's highly organized forces for gathering and disseminating knowledge.

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The only A. B. P. paper in the meat packing
and allied industries is

THE NATIONAL PROVISIONER

Chicago Section

Fred Gates of Geo. A. Hormel & Co., Austin, Minn., transacted business in Chicago this week.

George M. Foster, secretary of John Morrell & Co., Ottumwa, Ia., visited in Chicago this week.

Max Planer, well-known New York packing house broker, made a business trip to Chicago this week.

E. C. Merritt, general manager St. Louis Independent Packing Co., St. Louis, Mo., was a Chicago visitor this week.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., visited in Chicago this week.

A. C. Hofmann, of A. C. Hofmann & Sons, meat packers in Syracuse, N. Y., was a Chicago visitor this week.

E. W. Johnson, of the by-products department of the Toronto plant of the Swift Canadian Co., was in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 29,982 cattle, 12,962 calves, 56,698 hogs, and 37,115 sheep.

Provision shipments from Chicago for the week ending March 5, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1926.
Cured meats, lbs.	13,700,000	13,257,000	16,006,000
Fresh meats, lbs.	38,254,000	39,240,000	42,152,000
Lard, lbs.	5,404,000	5,207,000	8,780,000

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Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending March 5, 1927, on shipments sold out were as follows: Cows, common to good, 9.50@13.00c; steers, common to medium, 12.00@15.50c; steers, good to choice, 16.00@20.00c; and averaged 14.18c a pound.

Sentence Sermons

Written for THE NATIONAL PROVISIONER
by Roy L. Smith.

BEWARE OF THE MAN—

- Who fears an investigation.
- Who promises more than any man ought to.
- Who is always making you a "special price."
- Who sells merchandise he does not use.
- Who begins the conversation by telling you he is a lodge brother of yours.
- Who brings gossip—he will not go away empty tongued.
- Who sticks in his office while you are out playing golf.

EXPERT MAKES SAUSAGE.

William Hammdorf, well-known sausage maker and instructor in the art of making fancy sausage products, has erected a small plant in Trevore, Pa., and has started to make sausage on his own account. He declares his motto will be "The Best," as quality is what counts these days.

He has been in charge of the sausage and ready-to-serve meat departments of a number of packers and sausage makers, and for the last year or so has been an instructor and adviser in the manufacturing of meat products and meat specialties.

Packing House Products

Oldest Brokers in Our Line

Tallow Grease Provisions Oils
The Davidson Commission Co.
Tankage Bones Cracklings Hog Hair
Carcass Beef—F. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Eight Phones Postal Telegraph Building
All Working CHICAGO, ILL.

MORE LAMBS IN PROSPECT.

Supplies of spring lambs larger by 10 per cent than the marketings of a year ago are in prospect according to the March 1 survey of the U. S. Department of Agriculture.

The run of California lambs is expected to be in full swing by the middle of March and the movement of Tennessee lambs will, it is believed, start earlier this year, with the peak reached about the third week in May. The prospective supply of lambs from the Northwestern states up to July 1 is believed to be about the same as that of a year ago.

The department estimates that some 400,000 head of lambs will leave California for the markets of the middle west before June 15.

FEDERAL PKG. CO. BOOSTS MEAT.

An effective way to boost meat is that used by the Federal Packing Co., of Cleveland, Ohio. They have printed a gummed sticker in the form of a seal, about 1½ in. in diameter. The edge is black, while the center is light green. Printed on it in gilt letters are the words, "The Federal Packing Co., Cleveland, O. Meat for Health, Strength and Endurance." This sticker is attached to letters, invoices, etc., and attracts a great deal of attention and favorable comment.

DEATH TAKES WESTERN PACKER.

The death was reported this week of Chas. G. Johnson of J. G. Johnson & Co., well-known packers in San Francisco. Mr. Johnson was one of the old timers in the Pacific Coast packing industry, and is said to have been one of the first to ship California lambs to eastern markets.

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

C. W. RILEY, Jr.

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EASTERN PROVISIONERS MEET.

An unusual spirit of cooperation between wholesalers and retailers marked the recent banquet of the Worcester, Mass., food distributors, when members of the Worcester Retail Grocers & Provision Dealers Association discussed their problems with managers of wholesale meat, grocery and provision supply houses.

The object of the meeting, at which 650 were present, was to bring the merchants of the wholesale and retail worlds closer together so that they can be of mutual help to one another. Various committees were appointed to discuss the advisability of an association which would include both wholesalers and retailers, and as a result reports were offered to both groups recommending the forming of such an organization.

In keeping with the spirit of the banquets W. C. Davis, marketing specialist of the U. S. Bureau of Agricultural Economics, addressed the group on the subject, "The Retailer—His Problems and the Way Out."

Other speakers were the Rev. Charles H. Rust, pastor of Plymouth church, Mayor M. J. O'Hara and Roscoe H. Goddard, secretary of the Chamber of Commerce. Alfred G. Dymond, of White, Pevey & Dexter Co., well known pork packers in Worcester, was toastmaster.

The gathering was said to be the first of its kind held in Worcester in 15 years. Those present were enthusiastically anticipating the combined organization which is expected to result from this unique meeting.

Members of the speakers' committee included Alfred G. Dymond, chairman; Frank J. Shaughnessy, United Wholesale Grocery; William Verner, retail grocer.

Members of the ticket committee included Arthur G. Geldard, chairman, of Armour and Company; William H. Hall of the Cudahy Packing Co.; Wallace R. Houghton, retail grocer.

PHONE CO. REPORTS GOOD YEAR.

Net earnings of \$204,870,000 are reported by the American Telephone and Telegraph Company for the year 1926. This is an increase of \$22,426,000, or 12 per cent over the previous year.

The company's capital investment is \$3,256,000,000, owned by 399,121 stockholders. This is believed to be the largest number of shareholders in any corporation in the world. The average number of shares held per person is 26.6, and "no shareholder owns as much as one per cent of the total stock outstanding."

The year 1926 was the fiftieth anniversary of the birth of the telephone. At the close of 1926 the system had 17,574,000 phones in the United States. Of this number 781,000 were added during the year.

More than 664,000 miles of toll wire were added in 1926, this being the largest number of miles added in any one year. The system owns 6,297,000 miles of toll wire providing, with the toll wire of connecting companies, for the interconnection of 70,000 cities, towns and villages.

The report calls attention to the completion of the third trans-continental tele-

Hog Loss Insurance

Do you work out a "Short Form Hog Test" every day?

Or do you make the mistake of thinking that once a month or once in two months is sufficient to find out where you stand?

You are operating on paper profits now. How long can you stand this?

Your paper profits may disappear over night. Then your loss is double.

Your insurance against loss is a dollar-and-cents profit every day you kill hogs.

Work out your "Short Form Hog Test" every day, and see if you are making or losing money.

phone line during the year. This line is 2,240 miles long, traversing the northern part of the country west of Chicago and terminating at Seattle.

Constant attention is given to increasing the value of the service to the public, as evidenced by the statement that "the quality of voice transmission was practically perfect in 88 per cent of the toll calls, which was an improvement of 7 per cent over the previous year."

During the year an adjustment in long distance rates was made by the company which resulted in a reduction of about \$3,000,000 annually.

New developments during the year included the inauguration of regular commercial trans-oceanic radio telephone service between New York and London, and the extension of the service of transmission of pictures by wire to a number of other important cities.



OLDEST EMPLOYEE STILL ACTIVE.

After 35 years of faithful service with the Nuckolls Packing Co., Pueblo, Colo., Oscar Kaiser is still hale and hearty. He drove a team to begin excavation on the cellar of the old Nuckolls plant in 1890, and is now foreman of the trimming gang. As may be seen by his picture, he looks good for several more years.

CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 28.....	17,471	2,874	36,623	13,291
Tues., Mar. 1.....	9,700	2,774	19,101	14,328
Wed., Mar. 2.....	7,670	2,044	11,230	10,579
Thur., Mar. 3.....	8,754	3,901	37,839	13,678
Fri., Mar. 4.....	2,500	947	30,450	13,762
Sat., Mar. 5.....	319	367	6,524	2,686
Total last week.....	46,423	12,967	141,782	68,324
Previous week.....	55,180	13,886	171,311	81,712
Year ago.....	49,090	12,163	150,076	96,004
Two years ago.....	53,016	16,963	129,703	72,391

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 28.....	4,441	396	14,022	2,977
Tues., Mar. 1.....	2,342	205	8,317	4,222
Wed., Mar. 2.....	2,434	171	3,212	2,103
Thur., Mar. 3.....	2,270	122	7,793	3,474
Fri., Mar. 4.....	1,407	...	10,892	4,004
Sat., Mar. 5.....	64	130	1,927	1,305
Total last week.....	12,958	1,024	46,105	18,145
Previous week.....	17,976	1,571	62,383	26,011
Year ago.....	15,520	814	42,000	25,169
Two years ago.....	15,375	1,547	63,491	24,488

Receipts at Chicago Stock Yards thus far this year to March 5, with comparative totals:

	1927.	1926.
Cattle.....	513,031	529,251
Calves.....	121,380	133,931
Hogs.....	1,511,427	1,612,877
Sheep.....	774,650	780,627

Combined weekly hog receipts at eleven markets for week ending March 5, with comparisons:

Week ending March 5.....	532,000
Previous week.....	570,000
1926.....	571,000
1925.....	564,000
1924.....	700,000
1923.....	774,000
1922.....	537,000

Combined receipts at seven markets for the week ending March 5, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending March 5.....	159,000	466,000	201,000
Previous week.....	169,000	502,000	205,000
1926.....	173,000	500,000	234,000
1925.....	175,000	462,000	200,000
1924.....	167,000	607,000	159,000
1923.....	163,000	658,000	218,000
1922.....	172,000	466,000	172,000

Combined receipts at seven points for the year to March 5, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927.....	1,589,000	4,746,000	1,849,000
1926.....	1,730,000	4,962,000	1,966,000
1925.....	1,707,000	6,970,000	1,777,000
1924.....	1,784,000	7,457,000	1,917,000
1923.....	1,830,000	6,606,000	2,040,000
1922.....	1,688,000	5,116,000	1,874,000

*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number weight—Prices—received lbs.	Top.	Average.
*This week.....	142,300	236	\$12.35
Previous week.....	171,311	231	12.15
1926.....	150,076	247	14.00
1925.....	129,703	222	14.30
1924.....	183,694	232	7.70
1923.....	216,945	237	8.65
1922.....	150,789	239	11.50
Av. 1922-1926.....	168,200	235	\$11.25

*Receipts and average weight for week ending March 5, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
*Week ending Mar. 5.....	\$10.60	\$11.70	\$ 8.10
Previous week.....	10.40	11.50	7.75
1926.....	9.85	12.45	8.10
1925.....	10.10	13.00	9.00
1924.....	9.60	7.35	9.25
1923.....	8.65	8.15	7.90
1922.....	8.30	11.00	8.10
Av. 1922-1926.....	\$ 9.30	\$10.40	\$ 8.50

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending March 5.....	33,500	96,100	50,800
Previous week.....	37,204	108,628	55,701
1926.....	34,440	108,076	70,835
1925.....	37,641	60,212	47,943
1924.....	38,480	130,774	41,692

*Saturday, March 5, estimated.

Chicago packers hog slaughters for the week ending March 5, 1927:

Armour & Co.....	16,100
Anglo-American.....	1,000
Swift & Co.....	7,400
Hammond Co.....	3,000
Morris & Co.....	3,200
Wilson & Co.....	12,200
Boyd-Linnham.....	2,300
Western Packing Co.....	4,900
Roberts & Oake.....	5,900
Miller & Hart.....	5,500
Independent Packing Co.....	2,400
Brennan Packing Co.....	5,800
Agar Packing Co.....	3,000
Others.....	24,200
Total.....	99,500
Previous week.....	115,000
1926.....	110,900
1925.....	67,900
1924.....	140,200

(For Chicago livestock prices see page 48.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, March 10, 1927.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@24
10-12 lbs. avg.	@22½
12-14 lbs. avg.	@21½
14-16 lbs. avg.	@21½
16-18 lbs. avg.	@22
18-20 lbs. avg.	@22
Skinned Hams—	
14-16 lbs. avg.	@24½
16-18 lbs. avg.	@24
18-20 lbs. avg.	@23½
20-22 lbs. avg.	@22½
22-24 lbs. avg.	@21½
24-26 lbs. avg.	@20
26-30 lbs. avg.	@19½
Pics—	
4-6 lbs. avg.	@15½
6-8 lbs. avg.	@14½
8-10 lbs. avg.	@14
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13½
Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@24½
8-10 lbs. avg.	@23½
10-12 lbs. avg.	@22½
12-14 lbs. avg.	@20
14-16 lbs. avg.	@18½
16-20 lbs. avg.	@18½

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@22½
10-12 lbs. avg.	@21½
12-14 lbs. avg.	@21½
14-16 lbs. avg.	@20½
16-18 lbs. avg.	@19½
18-20 lbs. avg.	@20½
Boiling Hams—(house run)	
16-18 lbs. avg.	@19½
18-20 lbs. avg.	@20½
20-22 lbs. avg.	@20
Skinned Hams—	
14-16 lbs. avg.	@24
16-18 lbs. avg.	@23½
18-20 lbs. avg.	@23
20-22 lbs. avg.	@22½
22-24 lbs. avg.	@21½
24-26 lbs. avg.	@20½
26-30 lbs. avg.	@19½
Pics—	
4-6 lbs. avg.	@15
6-8 lbs. avg.	@14
8-10 lbs. avg.	@13½
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13
Bellies—(square cut and seedless)	
6-8 lbs. avg.	@23
8-10 lbs. avg.	@22
10-12 lbs. avg.	@21
12-14 lbs. avg.	@20½
14-16 lbs. avg.	@20
16-20 lbs. avg.	@19½

Dry Salt Meats.

Extra short clears, 35/45	@15½
Extra short ribs, 35/45	@15½
Regular plates, 35/45	@11½
Clear plates, 4-6	@10½
Jowl butts	
Fat Backs—	
8-10 lbs. avg.	@10
10-12 lbs. avg.	@10½
12-14 lbs. avg.	@11½
14-16 lbs. avg.	@12½
16-18 lbs. avg.	@13½
18-20 lbs. avg.	@13½
20-25 lbs. avg.	@14
Clear Bellies—	
16-18 lbs. avg.	@17½
18-20 lbs. avg.	@17½
20-25 lbs. avg.	@17½
25-30 lbs. avg.	@17½
30-35 lbs. avg.	@17
35-40 lbs. avg.	@16½
40-50 lbs. avg.	@16½

FUTURE PRICES.

Official Board of Trade Range of Prices

SATURDAY, MARCH 5, 1927.

	Open.	High.	Low.	Close.
LARD—				
Mar.	.....	.....	.....	12.40
May	12.65	12.65	12.57½	12.60
July	12.87½	12.87½	12.80	12.80
CLEAR BELLIES—				
May	.....	.....	.....	17.02½
SHORT RIBS—				
May	14.80	14.80	14.62½	14.70
July	14.30	14.30	14.30	14.30

MONDAY, MARCH 7, 1927.

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.40	12.40	12.37½	12.37½
May	12.62½	12.65	12.52½	12.52½
July	12.85	12.87½	12.75	12.75½
Sept.	12.95	12.95	12.92½	12.92½
CLEAR BELLIES—				
May	17.00	17.00	17.00	17.00b
July	17.00	17.00	16.90	16.90ax
SHORT RIBS—				
May	.....	.....	.....	14.80b
July	.....	.....	.....	14.45b

TUESDAY, MARCH 8, 1927.

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.57½	12.60	12.50	12.35ax
May	12.80	12.80	12.70	12.50b
July	12.92½	12.92½	12.82½	12.70b
Sept.	12.92½	12.92½	12.82½	12.92½
CLEAR BELLIES—				
May	17.00	17.00	16.87½	16.90b
July	16.75	16.75	16.70	16.70ax
SHORT RIBS—				
May	14.95	14.95	14.75	14.75ax
July	14.70	14.70	14.50	14.50ax

WEDNESDAY, MARCH 9, 1927.

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.55	12.55	12.52½	12.37½b
May	12.72½-75	12.75	12.72½	12.55
July	12.95	12.97½	12.92½	12.75
Sept.	12.95	12.97½	12.92½	12.97½
CLEAR BELLIES—				
May	.....	.....	.....	16.90b
July	.....	.....	.....	16.70n
SHORT RIBS—				
May	14.52½	.....	.....	14.77½b
July	.....	.....	.....	14.32½

THURSDAY, MARCH 10, 1927.

	Open.	High.	Low.	Close.
LARD—				
Mar.	.....	.....	.....	12.32½ax
May	12.50	12.60	12.47½	12.47½
July	12.70	12.80	12.70	12.70
Sept.	12.95	13.00	12.92½	12.92½ax
CLEAR BELLIES—				
May	17.00	17.00	17.00	16.75n
July	.....	.....	.....	.....
SHORT RIBS—				
May	14.45	14.45	14.45	14.77½n
July	.....	.....	.....	14.45

FRIDAY, MARCH 11, 1927.

	Open.	High.	Low.	Close.
LARD—				
Mar.	12.30	12.37½	12.30	12.37½
May	12.45	12.55	12.45	12.55ax
July	12.70	12.75	12.70	12.75
Sept.	12.95	12.97½	12.90	12.95
CLEAR BELLIES—				
May	16.87½	.....	.....	16.77½n
July	.....	.....	.....	16.60ax
SHORT RIBS—				
May	14.45	14.45	14.45	14.77½n
July	.....	.....	.....	14.45

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 10, 1927, with comparisons, were as follows:

	Week ending Mar. 10.	Prev. week.	Cor. week. 1926.
Armour & Co.	5,124	4,139	7,860
Anglo-Amer. Prov. Co.	3,458	1,328	4,283
Swift & Co.	6,395	4,354	4,870
G. H. Hammond Co.	3,570	2,853	5,150
Morris & Co.	5,563	3,369	8,743
Wilson & Co.	8,443	7,052	11,014
Boyd-Lunham Co.	3,236	3,681	7,887
Western Pkg. & Prov. Co.	8,461	8,421	7,740
Roberts & Oake	5,613	5,298	6,111
Miller & Hart	5,207	4,802	5,097
Independent Packing Co.	3,411	2,142	3,960
Brennan Packing Co.	6,025	5,106	6,400
Agar Packing Co.	2,612	2,670	2,362
Total	67,318	55,162	81,426

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	22	12
Rib roast, light end	36	28	20
Chuck roast	22	18	14
Steaks, round	40	30	20
Steaks, sirloin, first cut	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12½
Corned briskets, boneless	24	22	18
Corned plates	18	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	40	25
Legs	42	30
Stews	20	15
Chops, shoulder	25	20
Chops, ribs and loin	45	25

Mutton.

Legs	26	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 avg.	28	@30
Loins, whole, 10@12 avg.	25	@27
Loins, whole, 12@14 avg.	24	@26
Loins, whole, 14 and over	24	@26
Chops	28	@32
Shoulders	22	@22
Butts	26	@26
Spareribs	21	@21
Hocks	14	@14
Leaf lard, unrendered	15	@15

Veal.

Hindquarters	28	@30
Forequarters	16	@22
Legs	28	@30
Breasts	14	@18
Shoulders	12	@24
Outlets	40	@40
Rib and loin chops	35	@35

Butchers' Offal.

Suet	.....	@ 6
Shop fat	.....	@ 3
Bones, per 100 lbs.	.....	@50
Calf skins	.....	@15
Kips	.....	@13
Deacons	.....	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1. c. 1. Chicago	9%	..
Double refined saltpetre, gran., 1. c. 1.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.	..	..
N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4
Crystals	5%	5
Keys, 100@200 lbs., 1c more	..	..
Boric acid, in carloads, powdered, in bbls. 9	8½	..
Crystal to powdered, in bbls. in 5-ton lots or more	9½	9½
In bbls. in less than 5-ton lots	9½	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5½	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago	.....	.....
bulk	.....	\$6.60
Medium, car lots, per ton, f.o.b. Chicago	.....	.....
bulk	.....	9.10
Rock, car lots, per ton, f.o.b. Chicago	.....	7.60
Sugar—		
Haw sugar, 96 basis, f.o.b. New Orleans	@3.10	..
Second sugar, 90 basis	None	..
Syrup, testing 63 and 65 combine sucrose and invert, New York	@ 40	..
Standard granulated f.o.b. refiners (2%)	@ 6.05	..
Packers' curing sugar, 100 lb. bags, f.o.b.	.....	.....
Reserve, 1A., less 2%	@5.70	..
Packers' curing sugar, 250 lbs. bags, f.o.b.	.....	.....
Reserve, 1A., less 2%	@5.90	..

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET
CHICAGO, ILL.

H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending, March 12, 1926.	Cor. week, 1926.
Prime native steers.....	19 @20	17 @18
Good native steers.....	16 @18	15 @17
Medium steers.....	14 @18	12 @16
Heifers, good.....	13 @18	13 @18
Cows.....	9 1/2 @13	9 @13
Hind quarters, choice.....	@25	@25
Fore quarters, choice.....	@16	@17

Beef Cuts.

Steer Loins, No. 1.....	36 @37	@31
Steer Loins, No. 2.....	33 @34	@27
Steer Short Loins, No. 1.....	46 @47	@40
Steer Short Loins, No. 2.....	40 @42	@33
Steer Loin Ends (hips).....	26 @27	@24
Steer Loin Ends, No. 2.....	25 @26	@24
Cow Loins.....	@20	@18
Cow Short Loins.....	@20	@18
Cow Loin Ends (hips).....	@16	@16
Steer Ribs, No. 1.....	@23	@20
Steer Ribs, No. 2.....	@22	@20
Cow Ribs, No. 1.....	@17	@16
Cow Ribs, No. 2.....	@17	@16
Cow Ribs, No. 3.....	@11	@10
Steer Rounds, No. 1.....	16 @14 1/2	@15 1/2
Steer Rounds, No. 2.....	15 1/2 @16	@15
Steer Chucks, No. 1.....	@15	@13 1/2
Steer Chucks, No. 2.....	13 1/2 @14 1/2	@14
Cow Rounds.....	@14	@12 1/2
Cow Chucks.....	@11 1/2	@11
Steer Plates.....	11 @11 1/2	@12 1/2
Medium Plates.....	8 1/2 @9	@12 1/2
Briskets, No. 1.....	@12	@14
Briskets, No. 2.....	@12	@14
Steer Navel Ends.....	8 1/2 @9	@9 1/2
Cow Navel Ends.....	8 1/2 @9	@9
Fore Shanks.....	8 1/2 @9	@7 1/2
Hind Shanks.....	7 1/2 @8	@7 1/2
Rolls.....	@21	@20
Strip Loins, No. 1, boneless.....	@45	@45
Strip Loins, No. 2.....	@40	@40
Strip Loins, No. 3.....	@35	@35
Strip Butts, No. 1.....	@30	@28
Strip Butts, No. 2.....	@25	@25
Strip Butts, No. 3.....	@15	@15
Beef Tenderloins, No. 1.....	@70	@70
Beef Tenderloins, No. 2.....	@65	@65
Rump Butts.....	@18	@18
Flank Steaks.....	@18	@18
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb.).....	12 @13	14 1/2 @15 1/2
Hearts.....	@8	@9
Tongues.....	22 @20	20 @20
Sweetbreads.....	@40	@45
Ox Tail, per lb.....	@12	11 @12
Fresh Tripe, plain.....	@6	@6
Fresh Tripe, H. C.....	@7 1/2	@6 1/2
Livers.....	10 @14	10 @14
Kidneys, per lb.....	@10 1/2	9 1/2 @10

Veal.

Choice Carcass.....	20 @22	20 @22
Good Carcass.....	15 @19	15 @19
Good Saddle.....	20 @20	18 @20
Good Backs.....	12 @16	12 @14
Medium Backs.....	10 @12	8 @12

Veal Products.

Brains, each.....	13 @14	14 1/2 @15
Sweetbreads.....	65 @70	58 @60
Calif Livers.....	@45	@40

Lamb.

Choice Lambs.....	28 @30	@24
Medium Lambs.....	@28	@22
Choice Saddle.....	@28	@28
Medium Saddle.....	@20	@26
Choice Fores.....	@22	@18
Medium Fores.....	@22	@18
Lamb Fries, per lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@15	@14
Light Sheep.....	@17	@16
Heavy Saddle.....	@16	@15
Light Saddle.....	@20	@18
Heavy Fores.....	@12	@10
Light Fores.....	@15	@13
Mutton Legs.....	@22	@20
Mutton Loins.....	@15	@12
Mutton Stew, per lb.....	@12	@10
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	17 1/2 @19	@25
Pork Loins, 8 @10 lbs. avg.....	@25	24 1/2 @25 1/2
Hams.....	@26	@26
Belies.....	@26	@26
Casas.....	@17	@18 1/2
Skinned Shoulders.....	16 @17	10 1/2 @17 1/2
Tenderloins.....	35 @38	@35
Spare Ribs.....	15 @16	15 @16
Leaf Lard.....	@15	@15 1/2
Rack Fat.....	13 @14	@17
Butts.....	@21	20 1/2 @21 1/2
Hocks.....	@17	@16
Tails.....	@15	@15
Neck Bones.....	5 @6	5 @6
Tail Bones.....	@12	@12
Slip Bones.....	@9	@9
Riad Bones.....	14 @15	@15
Pigs' Feet.....	@6	@7
Kidneys, per lb.....	8 @9	10 @7 1/2
Livers.....	5 1/2 @6	@7
Brains.....	@15	@16
Ears.....	@9	@9
Snouts.....	8 @9	@10
Heads.....	@10	@10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@28
Country style sausage, fresh in link.....	@20
Country style sausage, fresh in bulk.....	@18
Country style sausage, smoked.....	@25
Mixed sausage, fresh.....	@16
Frankfurts in sheep casings.....	@23
Frankfurts in pork casings.....	@22
Bologna in beef bungs, choice.....	@16
Bologna in cloth, paraffined, choice.....	@14 1/2
Bologna in beef middles, choice.....	@16
Liver sausage in hog bungs.....	@23
Liver sausage in beef rounds.....	@12
Head cheese.....	@14
New England luncheon specialty.....	@28
Liberty luncheon specialty.....	@21
Minced luncheon specialty.....	@16
Tongue sausage.....	@23
Blood sausage.....	@17
Polish sausage.....	@16
Souse.....	@15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@54
Cervelat, new condition, in hog bungs.....	@23
Cervelat, new condition, in beef middles.....	@23
Thuringer Cervelat.....	@26
Farmer.....	@32
Holsteiner.....	@31
B. C. Salami, choice.....	@50
Milano Salami, choice in hog bungs.....	@51
B. C. Salami, new condition.....	@27
Frises, choice, in hog middles.....	@45
Genoa style Salami.....	@58
Pepperoni.....	@45
Mortadella, new condition.....	@27
Capicola.....	@59
Italian style hams.....	@46
Virginia hams.....	@52

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	9 1/2 @10
Special lean pork trimmings.....	17 1/2 @18
Extra lean pork trimmings.....	20 @20 1/2
Neck bone trimmings.....	12 @12 1/2
Pork cheek meat.....	9 1/2 @10
Pork hearts.....	@6
Fancy boneless bull meat (heavy).....	12 1/2 @13
Boneless chucks.....	@11 1/2
Shank meat.....	@9 1/2
No. 1 beef trimmings.....	@9 1/2
Beef hearts.....	@8 1/2
Beef cheeks (trimmed).....	@6 1/2
Dr. canner cows, 300 lbs. and up.....	@8 1/2
Dr. cutters, 400 lbs. and up.....	@9 1/2
Dr. bologna hogs, 500 @700 lbs. per set.....	@10
Beef tripe.....	@4
Cured pork tongues (can. trim.).....	18 @18 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	@ 21
Beef rounds, domestic, 140 sets per tierce, per set.....	@ 28
Beef rounds, export, 225 sets per tierce, per set.....	@ 26
Beef middles, 110 sets per tierce, per piece.....	@1.22
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	@ 24
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	@ 15
Beef weasands, No. 1, per piece.....	@1.85
Beef weasands, No. 2, per piece.....	@1.85
Beef bladders, small, per dozen.....	@2.20
Beef bladders, medium, per dozen.....	@2.20
Beef bladders, large, per dozen.....	@2.20
Hog casings, medium, per bbl. 100 yds.....	@3.25
Hog casings, narrow, per bbl.....	@ 16
Hog middles, without cap, per set.....	@ 20
Hog middles, with cap, per set.....	@ 38
Hog bungs, export.....	@ 27
Hog bungs, large prime.....	@ 22
Hog bungs, medium.....	@ 20
Hog bungs, small prime.....	@ 17
Hog bungs, narrow.....	@ 07
Hog stomachs, per piece.....	@ 08

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	10.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF

Mess pork, regular.....	85.00
Family back pork, 20 to 34 pieces.....	30.00
Family back pork, 35 to 45 pieces.....	37.00
Clear back pork, 40 to 50 pieces.....	23.00
Clear plate pork 35 to 45 pieces.....	23.00
Clear plate pork, 25 to 35 pieces.....	24.50
Brisket pork.....	31.00
Bean pork.....	23.00
Plate beef.....	20.50
Extra plate beef, 200 lb. bbls.....	22.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Ash pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	@2.25
Red oak ham tierces.....	2.37 1/2 @2.40
White oak lard tierces.....	2.87 1/2 @2.92 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@20 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 1c per lb. less.).....	@20 1/2
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@15

DRY SALT MEATS.

Extra short clears.....	@15 1/2
Extra short ribs.....	@15 1/2
Short clear middles, 60-lb. av.....	@16
Clear bellies, 14 @16 lbs. av.....	@17 1/2
Clear bellies, 18 @20 lbs. av.....	@17 1/2
Clear bellies, 25 @30 lbs. av.....	@17 1/2
Rib bellies, 25 @30 lbs. av.....	@17 1/2
Fat backs, 10 @12 lbs. av.....	@10 1/2
Fat backs, 12 @14 lbs. av.....	@11 1/2
Fat backs, 14 @16 lbs. av.....	@12 1/2
Regular plates.....	@11 1/2
Butts.....	@10

WHOLESALE SMOKED MEATS

Regular hams, fancy, 14 @16 lbs. av.....	@29
Skinned hams, fancy, 16 @18 lbs. av.....	@31 1/2
Standard regular hams, 12 @16 lbs. av.....	@28
Picnics, 6 @8 lbs. av.....	@19 1/2
Standard bacon, 4 @5 lbs. av.....	@28 1/2
Standard bacon, 10 @12 lbs. av.....	@28 1/2
Standard bacon, 12 @14 lbs. av.....	@27 1/2
Standard bacon, strips, 6 @7 lbs. av.....	@28
Cooked hams, choice, skin on, surplus fat off.....	@43
Cooked hams, choice, skinned, surplus fat off.....	@44
Cooked hams, choice, skinned, surplus fat off.....	@44
Cooked hams, choice, skinned, surplus fat off.....	@45
Cooked picnics, skin on; surplus fat off.....	@28
Cooked picnics, skinned; surplus fat off.....	@27
Cooked loin roll, smoked.....	@46

ANIMAL OILS.

Prime lard oil.....	14 1/2 @15
Extra winter strained.....	13 @13 1/2
Extra lard oil.....	12 @12 1/2
Extra No. 1 lard.....	10 1/2 @11
No. 1 lard oil.....	10 1/2 @10 1/2
No. 2 lard oil.....	9 1/2 @10 1/2
Pure neatfoot oil.....	12 @12 1/2
Extra neatfoot oil.....	10 1/2 @11
No. 1 neatfoot oil.....	10 1/2 @10 1/2
Acidless tallow oil.....	10 1/2 @11 1/2

LARD (Unrefined).

Prime, steam, cash tierces.....	@12.37
Prime, steam, cash tierces.....	@11.00
Leaf, raw.....	@11.50
Neutral lard.....	@14.50

LARD (Refined).

Pure lard, kettle rendered, per lb. loose.....	@12.87
Pure lard, tierces.....	@12.87
Compound.....	@10.50

OLEO OIL AND STEARINE.

Oleo oil, extra.....	11 1/2 @11 1/2
Oleo stock.....	10 1/2 @11
Prime No. 1 oleo oil.....	10 1/2 @10 1/2
Prime No. 2 oleo oil.....	9 1/2 @9 1/2
No. 3 oleo oil.....	9 @9
Prime oleo stearine, edible.....	10 @10 1/2

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	9 @9 1/2
Prime packers tallow.....	8 @8 1/2
No. 1 tallow, basis 10% f.f.a., 42 titre.....	7 1/2 @7 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6 @6 1/2
Choice white grease, max. 4% acid, loose.....	9 @9 1/2
Chicago.....	8 @8
B-White grease, max., 5% acid.....	7 1/2 @7 1/2
Yellow grease, 12-15 f.f.a.....	7 @7 1/2
Brown grease, 40 f.f.a.....	6 @6 1/2

VEGETABLE OILS.

Crude cotton seed oil in tanks f.o.b. Valley points, nom., prompt.....	7 1/2 @8
White, deodorized in bbls., c.a.f. Chicago.....	10 1/2 @10 1/2
Yellow, deodorized in bbls.....	9 1/2 @10 1/2
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	@2 1/2
Corn oil, in tanks, f.o.b. mills.....	8 1/2 @8 1/2
Soya bean oil, seller's tank, f.o.b. coast nom.....	@9
Coconut oil, seller's tank, f.o.b. coast.....	@8
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @10 1/2

FERTILIZERS.

Blood, unground and ground.....	\$ 4.75 @5.00
Hoopfertilizer.....	2.75 @3.00
Ground fertilizer tankage, 10 to 12%.....	3.00 @3.25
Ground fertilizer tankage, 6 to 9%.....	2.80 @2.90
Crushed and unground tankage.....	2.65 @3.00
Ground raw bone, per ton.....	82.00 @86.00
Ground steam bone, per ton.....	35.00 @36.00
Unground steam bone, per ton.....	25.00 @27.00
Unground bone tankage per ton.....	14.00 @17.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average, per ton.....	\$185.00 @200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @135.00
No. 3 horns.....	75.00 @100.00
Horns, black and striped.....	35.00 @40.00
Horns, white.....	70.00 @75.00
Round shin bones, heavy.....	80.00 @100.00
Round shin bones, lights and med.....	65.00 @65.00
Heavy fats.....	55.00 @55.00
Light fats.....	45.00 @50.00
Thigh bones, heavy.....	27.00 @30.00
Thigh bones, light and med.....	85.00 @90.00
Buttock bones.....	45.00 @50.00

Note—These quotations apply to No. 1 product, which must be assorted free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bag and earload lots. Quotations on unselected stock will be found in "Packing House By-Products Markets" reports on another page.

Retail Section

Attractive Meat Displays How Uncooled Windows Can Be Used to Good Advantage

On all sides the retail meat dealer is advised to make use of his windows for display purposes.

He is told—and rightly so—that a well-arranged display of meats in his shop windows will do more to attract trade into his store than any other one thing.

Makes Steps in Selling Easy.

An inviting looking window display attracts attention, which is the first step in selling. It also arouses interest, which is the second step; and it creates a desire, which is the third step.

After that, almost any dealer who is on the job and knows his business can make a sale.

All this is true—yet how about the dealer whose windows are not refrigerated?

In the winter time, of course, displays of fresh meat can be put in, even in uncooled windows. But when the weather begins to warm up this dealer is forced to build his displays with smoked meats, or else cut them out entirely.

The inventive mind of America comes to the rescue of dealers of this type, however, just as it has come and is coming to the rescue of hundreds of other situations and conditions.

Artificial Meats for Display Purposes.

The rescue is effected in this case by means of artificial or imitation meats, intended exclusively for display purposes.

These imitation meats may be had either in fresh or smoked product, and in almost endless variety, both cuts and

slices. They also include butter, cheese, lard and compound, all true to life. Various delicatessen products, such as roast chicken and turkey, frankfurts and potato salad, etc., are also included, as are various forms of ready-to-serve meats.

Equipped with an assortment of these and a goodly supply of ferns or other green material, the dealer whose windows are not refrigerated can make up just as attractive a display as the one who can use actual meat. Many people will not be able to tell the difference between the two.

How Imitation Meats Were Used.

An excellent example of what can be done with uncooled windows was shown at the recent International Livestock Exposition at Chicago and at the Sesquicentennial Exposition at Philadelphia. At both of these shows a joint exhibit by the Institute of American Meat Packers and the U. S. Department of Agriculture occupied a prominent position and was viewed by large crowds.

One feature of the exhibit that attracted a great deal of attention was the "Meat Shop," showing what looked like the front of a small meat market with attractively-arranged window displays on each side of the door.

The meats used in these displays were imitation, yet so skillfully were they handled and so attractively were they arranged that very few people of the throngs who stopped to see it were aware of the fact that the meats were not the real thing. The photograph accompanying this article shows the exhibit and gives an idea of the attractiveness of the windows.

These imitation meats are said to be

durable and easily cleaned, and it is claimed by the manufacturers that they will not fade or lose their color.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

CHOOSING BEEF LIVER.

[EDITOR'S NOTE.—Here is another interesting and instructive talk on meat prepared by B. F. McCarthy, head of the New York office of the U. S. Bureau of Agricultural Economics, and broadcast over station WNYC. Mr. McCarthy's meat talks over the radio are attracting a great deal of attention.]

How many consumers and buyers of meat for the home and other places have given serious thought to the difference that might exist between two different beef livers?

Most of those who enjoy their liver and bacon probably believe that if liver is to be nice and tender it must be from calves. This is not necessarily true, however, and a slice of beef liver properly cooked may be nearly if not quite so good.

A great deal can be told about the eating qualities of beef liver by the appearance, which is influenced by the kind of animal it comes from. If the liver looks dark it may be expected to be tough and not of best flavor. Dark livers frequently come from bulls and, like all bull meat, do not compare with those from steers, or even cows.

Cow liver may be yellowish or it may be fairly bright, but it will not usually be as chunky and the slices will not be as tender as when cut from a good steer liver.

The difference between the best and worst in beef livers is very great indeed, and amounts to the difference between a meat dish that is delicious and one that has little if anything to recommend it. This difference is recognized in the wholesale markets and dealers in livers for delivery to retail shops will not buy the dark cutting livers for any price in many cases.

Retailers themselves are usually fully as critical and as a result the dark-cutting livers find a very bad outlet and in some cases go to fill contracts where price seems to be more important than quality.

This being the conditions as they roughly exist, it relieves the housewife from worrying about the beef liver she buys, and yet at times the less careful retailer or the one who tries to save one or two cents a pound on the livers he buys may sell unsatisfactory beef livers to his trade unless they look out for themselves by careful scrutiny of the meat product.

When a consumer gets beef liver that is not enjoyed by herself or her family she hesitates to buy the same product again and so the industry in general suffers from her disappointment and she loses the advantage of what is conceded to be a very good kind of food because of the vitamins it contains, as well as for other reasons.



GOOD MEAT DISPLAYS IN UNCOOLED WINDOWS.

Imitation meats offer the retailer whose windows are not refrigerated a chance to make up attractive, trade-getting displays.

Here are a couple of windows in a model shown at the International Livestock Exposition at Chicago and the Sesquicentennial Exposition at Philadelphia, where imitation meats were used with good effect in making realistic displays. These imitation meats were made by the Reproductions Co., 15 Walker street, New York City.

Book on Meat Retailing

How to figure costs and selling prices, and how every retailer can keep his own books, will be told in "Meat Retailing," by Arnold C. Schueren, a volume devoted exclusively to the retail meat industry. The book will be ready for distribution early in April.

Mr. Schueren is probably the best-equipped man in the industry for such a piece of work. He has been a contributor to THE NATIONAL PROVISIONER and a member of its editorial and merchandising advisory staff for many years and is a recognized authority.

Meat cutting methods practised in the different sections of the country will be described and illustrated in the book, together with a series of cutting tests of beef, veal, lamb, hogs, pork loins and ham.

The beef cutting tests are given according to the Chicago, Baltimore, New York and Northwestern styles of cutting. The tests are figured at various costs, with their proper selling prices.

The following chapter headings will give a general idea of the scope of the book:

- I. From butcher to meat retailer.
- II. Importance of the retail meat business.
- III. Advantages and disadvantages of the retail meat business.
- IV. Needs of the retail meat industry.
- V. Figuring the cost and selling price.
- VI. Bookkeeping for the meat retailer.
- VII-XV. Establishing cost and selling prices.
- XVI. Meat for health.
- XVII. Beef grading.
- XVIII. Meat cutting methods.
- XIX. Tentative standards for grades of veal, lamb and mutton.
- XX. Pork and pork products.
- XXI. Sausage and bologna making.
- XXII. Types of meat markets and marketing methods.
- XXIII. The location of a meat market.
- XXIV. The market lay-out.
- XXV. Market fixtures and equipment.
- XXVI. Mechanical refrigeration.
- XXVII. Sanitation.
- XXVIII. SALESMANSHIP.
- XXIX. Advertising.
- XXX. Wages and systems of payment.

The book will contain approximately 900 pages of text and hundreds of cutting charts and tests.

STORY OF RETAIL MARKET.

"The Retail Meat Dealer" is the subject of an attractively-printed and very interesting pamphlet issued recently by the Milwaukee Vocational School. It is one

of a series of 60 or more occupational studies made by the school and published under the general title, "My Life Work."

The pamphlet gives a brief history of the development of the retail meat industry from the beginning down to the present time. A section is devoted to types of retail shops, and explains the differences between one, two, three or four-man shops and cash and carry stores, etc.

A considerable portion of the booklet is devoted to a discussion of the work in a retail meat market, in which the various tasks performed in the shop are outlined. These are taken up in detail, and are designed to give the prospective student meat cutter a good idea of what will be expected of him should he choose the retail meat business for his life's work.

How to become a meat market worker, the working conditions in the average shop, and possibilities for promotion are the final subjects of the booklet, and round out the other information contained in it.

The pamphlet is well and attractively illustrated with interior views of Joseph F. Seng's meat market, which is known as one of the most up-to-date shops in the country. Mr. Seng is past national president of the retailers' association and a live wire meat man, and his sanitary and scientific shop is one of Milwaukee's show places. He has been the chief booster for the Milwaukee school, and a leader in the campaign to teach young men the retail meat trade.

Tell 'Em How to Do It!

Here is something your customers will "eat up," Mr. Retailer!

Very few people know the proper way to carve meat at the table. A series of two articles tells how in plain language and shows how by means of pictures. Every housewife will be glad to read it—and so will her husband.

These two articles have been combined and reprinted. They may be had in quantities at cost, with your name on them, if you desire.

Order a supply to distribute to your trade. Use the coupon below.

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me.....reprints of your article on "Meat Carving." These are to be billed me at cost. Put my name on them, as follows:

.....

.....

Name

Street

City..... State.....

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.
Address your inquiries to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Celery Mettwurst

A retail meat dealer who makes his own sausage writes regarding a special kind he saw when visiting another city. He wants to make quality sausage that will sell. He says:

Editor The National Provisioner:

Last week on a visit to another city I was given a taste of a sausage called "Mett," with celery seed in it. It was smoked and cooked some, I think, but maybe it was cooked in the smokehouse.

Can you send me a formula for making this?

The sausage inquired about is probably not a genuine Mettwurst as generally understood in the sausage trade, but a more or less localized product made to conform with the ideas and tastes of certain classes of consumers.

There is a regular style Mettwurst in which whole mustard seed is sprinkled throughout the meat. This is also of local usage.

Following is a formula for Celery Mettwurst:

Meats:

65 lbs. regular pork trimmings, 50 per cent lean and 50 per cent fat.
35 lbs. beef flanks, not too fat.

100 lbs.

Grind all through $\frac{1}{8}$ in. plate of Enterprise chopper.

Seasoning:

2 $\frac{1}{4}$ lbs. salt.
8 oz. sugar
6 oz. ground white pepper
1 oz. mace
2 oz. celery seed

Mix thoroughly in mixer. No water is used. Cereal is optional.

Stuff in beef rounds, cut 15 in. long.

Hold in cooler at 38 to 40 degs. F. to cure for 48 hours.

Smoke slowly over sawdust fire at 100 degs. F. until a pronounced red color is obtained.

Cook for 30 minutes at 150 to 155 deg. F. Do not shower with cold water. Let cool gradually.

Wrinkles sometimes appear after the sausage is cooled. These wrinkles are removed by dipping the sausage for a few seconds in very hot water, 180 to 200 deg. F.

Do not store in cooler, but hang in dry room at 50 to 60 degs. F.

MUTTON WITH APPLES.

An unusual dish calling for mutton cutlets from the neck is mutton baked with apples and onions. Your customers will no doubt be glad to know of this recipe.

Remove the bone and superfluous fat from two pounds of mutton cutlets. Season with salt and place in baking dish. Cover with finely sliced apples and chopped onions. Bake in moderate oven until meat is tender, or about one hour.

If meats get wet and slimy in your ice box, write to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

New York Section

Among Retail Meat Dealers

Ladies' Auxiliary.

Annual election of officers was the principal order of business at the meeting of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, Inc., at the Hotel McAlpin on Wednesday afternoon of this week. The nominating committee, of which Mrs. Frank P. Burck was chairlady, brought in the following list of officers: President, Mrs. Charles Hembdt; first vice-president, Mrs. A. Werner, Jr., second vice-president, Mrs. George Kramer; corresponding secretary, Mrs. R. Schumacher; financial secretary, Mrs. Fred Hirsch; recording secretary, Mrs. A. DiMatteo; treasurer, Miss M. B. Phillips; warden, Mrs. I. Werden; trustees, Mrs. William Kramer, Mrs. C. Fischer, Mrs. F. Kunkel and Mrs. K. Papp. This list was unanimously elected.

The installation of the newly elected officers will take place at the first meeting in April, and State President George Kramer will be asked to install the officers.

The next meeting of the Auxiliary will be on Wednesday afternoon, March 23, in the Hotel McAlpin. This will be a social afternoon and will take the form of a "hat party." Mrs. George Kramer will be the hostess. In the absence of the president and first vice-president, Mrs. Fred Hirsch presided at Wednesday's meeting. A rising vote of thanks was given to Mrs. Hirsch for the able manner in which she conducted the meeting.

George H. Anselm, the young son of Mr. and Mrs. George Anselm, had a wonderful time on his sixth birthday, which he celebrated with his grandmother, Mrs. F. Anselm, whose 81st birthday occurred on March 6th. The celebration took place at the home of Mrs. L. Feil in Staten Island. It was just a family affair, but the family included 36 members. Mrs. F. Anselm has three sons, all in the meat business, and two daughters.

Joseph Lehner, treasurer of the Brooklyn Branch of the New York State Association of Retail Meat Dealers, Inc., with Mrs. Lehner, Mrs. Charles Grismer and Mr. and Mrs. Peter Schmitt, have returned from an extended southern trip. The party went by train as far as Jacksonville and after a rest continued the trip to Miami by bus, stopping on the way at St. Augustine, Daytona and Ormond Beach. At Miami they were met by Mr. and Mrs. Al Rosen. After spending a week at Miami the party made the return trip via Palm Beach, remaining for a week, after which they visited St. Petersburg. Returning from St. Petersburg to New York the party first encountered a hail storm at Georgia, which was followed by snow storms at North and South Carolina and then a ten hour delay due to a wreck on the railroad.

The Brooklyn Branch of the New York State Association of Retail Meat Dealers held a short meeting on Thursday evening of this week in order that the members could get away to attend the dinner of the Fort Greene Marketmen at the Shelburne Hotel, Brighton Beach.

Mr. and Mrs. Nathan Berg of Philadelphia spent several days in New York last week. During their stay in the city they were entertained by Mr. and Mrs. George Kramer and Mr. and Mrs. Moe Loeb.

The sympathy of the trade is being extended to Mrs. William Ziegler, president

of the Ladies' Auxiliary, and Mr. Oscar Schaefer, a member of Ye Olde New York Branch of the New York State Association of Retail Meat Dealers upon the sudden passing of their brother-in-law, Mr. Floyd Hust. He was married about two years ago to their younger sister, and died on Tuesday of this week, after a week's illness at his home in Jeffersonville, N. Y.

NEW YORK NEWS NOTES.

J. H. Bowman, of Cudahy Brothers, Cudahy, Wis., spent some time in Philadelphia and New York this week.

John J. Felin, president of John J. Felin & Company, Philadelphia and New York, has just returned from an extended trip to Palm Beach, Fla.

"Judge" James D. Cooney and J. A. Hamilton of the branch house accounting department, Wilson & Company, Chicago, were in New York this week.

Among the visitors to Swift & Company's New York offices this week were: H. D. Speer of the small stock department; C. A. Payne, soap department; and J. M. Macdonald, of the branch house accounting department, Chicago.

Another intensive daily newspaper advertising campaign on their "Ready to Eat Meats" has been started by Otto Stahl, Inc.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 5, 1927: Meat.—Brooklyn, 2 lbs.; Manhattan, 94 lbs.; Bronx, 60 lbs.; total, 156 lbs. Fish.—Brooklyn, 11 lbs.; Manhattan, 7 lbs.; total, 18 lbs. Poultry and Game.—Manhattan, 1,815 lbs.

N. Y. MEAT GRADING CONFERENCE

The conference on the classification and grading of meats held in the Custom House on last Thursday brought together a representative gathering of livestock raisers, packers, livestock buyers, retailers and commission men to meet with government officials.

The object of the conference was to discuss the general scheme for the classification and grading of live calves and lambs as well as carcasses. A tentative description as to class and grade was given by the government officials, after which there were general discussions. The discussions indicated a great deal of interest in the subject.

In the evening a dinner was given at the Cafe Boulevard for the visitors from Washington. Among these were C. W. Kitchen, assistant chief of the Bureau of Agricultural Economics; W. C. Davis, marketing specialist; C. V. Whalin, chief of the division of livestock, meats and wool; L. V. Burke and C. E. Gibbons. In addition, the technical men from the New York office of the Bureau of Agricultural Economics, with their wives as well as the clerical personnel were present.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending March 5, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,521	10,616	5,394	14,933
New York	1,217	3,177	22,526	7,166
Central Union	4,147	1,877	.....	27,089
Total	8,885	15,670	27,920	49,188
Previous week	8,941	12,513	27,070	43,982
Two weeks ago	8,190	11,554	28,635	43,916

NEWS OF THE RETAILERS.

Paul Hansen, Holstein, Ia., has sold his meat market to C. W. Davis and Son.

L. F. Brown, Ireton, Ia., has sold his meat market to Leslie Harker.

M. Hebek and Son, Auburn, Ind., have sold their meat market to Guy Clement.

The Piggly-Wiggly store at Parsons, Kans., has added a meat market to its grocery business.

Cloutier Brothers will open a meat market at Argyle, Minn.

Peter Wood, Bronson, Minn., has sold his meat market to S. O. Olson.

Ben and Arnold Hollen have bought a meat market at Clinton, Minn.

Orville Dewers has bought the Quality Meat Market, Jackson, Minn.

The Cascade Meat Market and Grocery, Cascade, Wis., has been opened by Harry G. Koch.

Hoptensperger Brothers Inc. are erecting an addition to their Meat Market at 210 Main street, Menasha, Wis.

Grover Cooper has purchased an interest in the meat business of T. G. Carmody, Callaway, Nebr.

The Acme Market has been opened at 2911 Mission street, San Francisco, Calif.

The Kit Kat Market has been opened at 2761 Mission street, San Francisco, Calif.

Carl Birup, Junction City, Ore., has sold his interest in the meat business of Hansen & Birup to H. C. Hansen.

Charles B. Garner and Walter B. Sutton, Walla Walla, Wash., have purchased the meat and grocery business of I. W. Sims.

Frank Johnson and Chester Mayr have sold their meat business at 1383 Sandy boulevard, Portland, Ore., to W. L. Barzee.

C. H. Hill has engaged in the meat business at Index, Wash.

T. D. Plummer has purchased the meat business at 750 S. 38th street, Tacoma, Wash., from Frank Anselmo.

The Northwest Meat Co., Inc., Seattle, Wash., has been chartered with a capital of \$10,000.

I. W. Zink has purchased the meat business of A. A. Prentice, Turon, Kans.

Ed. L. Hoener has purchased the Carleton Market from Glenn Carleton, Stafford, Kans.

Jess Cole has opened a new meat market and grocery in Meeker, Okla.

C. V. Foster and Earl Hutchison have opened a meat and grocery business in Broken Bow, Nebr.

Edward Schweizer, of Aurora, Nebr., will open a meat market at 625 West First street, Hastings, Nebr.

Albert Zimmerman has purchased the West Side Market, 307 W. 31st street, Falls City, Nebr., from Ernest Ridgeway.

Cal. E. Simpson has become the sole owner of the Sanitary Market on West Third street, Alliance, Nebr.

Mr. and Mrs. R. S. Davidson of Truesdale, Ia., have purchased a meat market at Ellsworth, Ia.

Joe Williams has purchased the Cash Meat Market from Chas. Davis, Bridgeport, Nebr.

C. F. Whittaker has sold his meat market in Red Wing, Minn., to Paul Eamer and Company.

The Holtz meat market has been opened on Mill street, Amherst, Wis.

R. Kemmer, Clintonville, Wis., has sold his meat market to Juiluis Prenzlow and Company.

Frank and Nic Beck, Jr., will open a meat market and grocery on Racine street, Menasha, Wis.

Julius Gaertner and John Prosen have bought the Lakeside Meat Market, 520 North Fourth street, Sheboygan, Wis.

James Howard has opened the Badger

For Sausage Makers

BELL'S

Patent Parchment Lined

**SAUSAGE
BAGS**

and

**SAUSAGE
SEASONINGS**

For Samples and Prices, write

THE WM. G. BELL CO.**BOSTON****MASS.****IMITATION MEATS**

For window and counter display

Fresh
and
Smoked
Meats
Cheese
Butter
etc.Perfect
in
every
detail.Write
for
display
circular**REPRODUCTIONS CO.**

15 Walker St.

New York, N. Y.

Meat Market at 328 Williams street, Waukesha, Wis.

J. W. Simmons, Wynne, Ark., has sold his meat market to J. W. Chandler and Art Chandler.

The Frick and Kill meat market, Elkhader, Ia., has been sold to Rehwedder and Katz.

B. W. Ehlers, Hampton, Ia., has sold his meat market to Charles Nolte.

Ernest Bright has sold his interest in the meat market at Indianola, Ia., to his partner Dave Young.

Mrs. Ona I. Gaver will open the Gaver meat market on Third and Erie streets, Missouri Valley, Ia.

L. W. Stevens has sold his meat market at Rowan, Ia., to Mr. Johnson.

George W. Ebert has sold his grocery and meat market at Carlinville, Ill., to his son, Walter Ebert.

Charles Weborg has sold the Boulevard meat market 2949 Eighteenth street, Rock Island, Ill., to George A. Glass.

Charles Aldred has purchased the Marley Meat Market at Forest, Ind.

Lako Meat Market company Whiting, Ind., has been incorporated with a capital stock of \$10,000. Incorporators are John Butsar, George Labrunov, John Tobias.

A. C. Wicke Mfg. Co.

Reliable Butcher Fixtures and Supplies

Special attention given to cork and cement refrigerators

Cold storage installations and complete market equipment

NEW YORK CITY

Salesrooms:

425-435 E. 102nd St.

Main Office and Factory:

406 East 102nd St.
Phone Atwater 0880 for all Branches

Bronx Branch

739 Brook Ave.

**Prevent the Growth of Mold on Meat Products
by Sterilizing all Equipment with Klorex**

Klorex, a powerful moldicide, sterilizer and deodorant, has enjoyed considerable use by the packers and jobbers of meat products. It is non-poisonous, odorless and economical. All germ life on equipment, walls and floors is instantly killed.

One gallon of Klorex to ten gallons of water makes eleven gallons of a moldicide or Dakin's solution.

Write for free sample and prices

HOME CHEMICALS, INC.

Sumner, Iowa

KLOREX
DISINFECTS

Alfred J. Joas, Belding, Mich., has purchased the meat market of Ledger Brothers.

A. E. Bigot, Springfield, Minn., has sold his meat market to Wallace and Roderick Marron.

Carl Behnhoff, Oneida, S. Dak., has bought the Nelson Meat Market.

Fee and Everson have opened a new cash grocery and meat market in Park River, N. Dak.

J. J. Roberts has purchased the Dodge Meat Market in Cambria, Wis.

Emil Paulus is the new owner of the Cedarburg Meat Market, Cedarburg, Wis.

Harry Hanson has bought the Cash Meat Market in Eagle River, Wis.

J. Kaufman has opened a meat market in the Carmody building, Valley Junction, Iowa.

A partnership has been formed by Fred Stortz and Jacob Benhaus, London, Ohio. The two men have opened a meat market on West Second street.

Bishop & Company have established a meat market in the Bishop block, Walton, N. Y.

Michael's Cash Meat Market has been opened at 216 North Fourteenth street, Herrin, Ill., by Joe Michael.

The New Washington Meat Market of Snoqualmie, Wash., recently celebrated its opening.

John S. Kudla, who has been in the meat business for a number of years, has opened a new market on Twenty-first street, Newport Beach, Calif.

GEO. KERN EMPLOYEES ORGANIZE

The George Kern, Inc., Employees' Benefit Association, which was formed for the sole purpose of creating good fellowship among the employees and maintaining a sick benefit fund, was organized at a general meeting of the 350 employees on February 12th, at which time the following officers were elected: Honorary president, George Kern, Sr.; president Norman C. Plaatje; vice-president, Nicholas Albert; secretary, Joseph J. Gorman; corresponding secretary, Miss B. Halligan; treasurer, Mrs. Anna Fitz; assistant treasurer, Miss A. Joerner and executive committee, C. Bruns, chairman, F. Tansil, J. Bauer, J. Moosman, J. Russell, H. Staub and G. Cuthbert.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 5, 1927, with comparisons, as follows:

	Week ending Mar. 5.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	7,630 1/4	7,935	7,507 1/4
Cows, carcasses	388	446	885
Bulls, carcasses	73	84	63
Veals, carcasses	12,514	12,888	10,968
Lambs, carcasses	19,867	21,071	20,852
Mutton, carcasses	2,303	3,218	2,931
Beef cuts, lbs.	226,000	205,280	204,858
Pork cuts, lbs.	1,234,170	1,136,917	1,009,788
Local slaughters:			
Cattle	9,167	9,228	9,560
Calves	15,024	12,798	13,145
Hogs	48,765	50,676	48,257
Sheep	53,802	54,286	45,721

*In Spices, too, the Best is the Cheapest***J. K. LAUDENSLAGER, Inc.**

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders**Butchers Mills Brand**

42 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$9.25@10.25
Cows, cutters	2.80@ 4.80
Bulls	6.90@ 7.25

LIVE CALVES.

Calves, bulk	\$12.00@15.50
Calves, culls, per 100 lbs.	6.00@10.00

LIVE SHEEP AND LAMBS.

Lambs, top	\$15.75@16.00
Lambs, bulk	14.00@15.50

LIVE HOGS.

Hogs, heavy	\$12.35@12.50
Hogs, medium	12.65@12.75
Hogs, 160 lbs.	13.00@13.25
Hogs, 140 lbs.	13.00@13.25
Pigs, under 80 lbs.	@13.00
Good pigs	@13.00
Roughs	10.35@10.50
Good Roughs	10.75@11.00

DRESSED HOGS.

Hogs, heavy	19 1/4 @19 1/2
Hogs, 160 lbs.	@20 1/4
Hogs, 160 lbs.	@20 1/4
Pigs, 80 lbs.	@21
Pigs, under 140 lbs.	@20 1/4

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	.18 @20
Choice, native light	.19 @21
Native, common to fair	.16 @17 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.17 @18
Native choice yearlings, 400@600 lbs.	.18 @20
Western steers, 600@800 lbs.	.15 @16
Texas steers, 400@600 lbs.	.14 @15
Good to choice heifers	.17 @18
Good to choice cows	.12 @13
Common to fair cows	.10 @11
Fresh bologna bulls	.11 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs	.22 @23	26 @28
No. 2 ribs	.18 @20	23 @25
No. 3 ribs	.16 @18	18 @22
No. 1 loins	.20 @30	33 @35
No. 2 loins	.25 @27	27 @30
No. 3 loins	.22 @24	23 @25
No. 1 hinds and ribs	.19 @21	24 @27
No. 2 hinds and ribs	.17 @18	21 @23
No. 3 hinds and ribs	.14 @15	17 @20
No. 1 rounds	.16 @18	16 @17
No. 2 rounds	.15 @16	14 1/2 @15
No. 3 rounds	.14 @15	14 @15
No. 1 chucks	.14 @15	15 @16
No. 2 chucks	.12 @13	13 @14
No. 3 chucks	.11 @12	11 1/2 @12
Bolognas	@ 6	12 @13
Rolls, reg., 6@8 lbs. avg.	.22 @23	
Rolls, reg., 4@6 lbs. avg.	.17 @18	
Tenderloins, 4@6 lbs. avg.	.60 @70	
Tenderloins, 5@6 lbs. avg.	.50 @60	
Shoulder clods	.10 @11	

DRESSED CALVES.

Prime	.24 @26
Choice	.20 @23
Good	.19 @20
Medium	.17 @19

DRESSED SHEEP AND LAMBS.

Lamb, choice, spring	.29 @31
Good lambs	.28 @29
Lambs, poor grade	.26 @27
Sheep, choice	.16 @18
Sheep, medium to good	.15 @16
Sheep, culls	8 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	.26 @27
Hams, 10@12 lbs. avg.	.25 @26
Hams, 12@14 lbs. avg.	.24 1/2 @25 1/2
Picnics, 4@6 lbs. avg.	.17 1/2 @18 1/2
Picnics, 6@8 lbs. avg.	.17 @17 1/2
Rollettes, 6@8 lbs. avg.	.18 1/2 @19
Beef tongue, light	.25 @27
Beef tongue, heavy	.28 @30
Bacon, boneless, Western	.28 @29
Bacon, boneless, city	.24 @25
Pickled bellies, 8@10 lbs. avg.	.20 1/2 @21

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	.25 @26
Pork tenderloins, fresh	.50 @52
Pork tenderloins, frozen	.35 @40
Shoulders, city, 10@12 lbs. avg.	.20 @21
Shoulders, Western, 10@12 lbs. avg.	.19 @20
Butts, boneless, Western	.26 @27
Butts, regular, Western	.24 @25
Hams, Western, fresh, 10@12 lbs. avg.	.26 @27
Hams, city, fresh, 6@10 lbs. avg.	.28 @29
Picnic hams, Western, fresh, 6@8 lbs. avg.	.16 @17
Pork trimmings, extra lean	.20 @21
Pork trimmings, regular 50% lean	.12 @13
Spare ribs, fresh	.16 @17
Leaf lard, raw	.14 @15

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00@ 50.00
Striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.	@28c a pound
Fresh steer tongues, l. c. trim'd	@38c a pound
Sweetbreads, beef	@65c a pound
Sweetbreads, veal	@1.00 a pair
Beef kidneys	@15c a pound
Mutton kidneys	@ 8c each
Livers, beef	@25c a pound
Oxtails	@18c a pound
Beef hanging tenders	@24c a pound
Lamb fries	@10c a pair

BUTCHERS' FAT.

Shop fat	@ 2 1/4
Breast fat	@ 4
Edible suet	@ 5
Cond. suet	@ 4 1/2
Bones	@20

SPICES.

	Whole.	Ground.
Pepper, white	.43	.46
Pepper, black	.26	.29
Pepper, Cayenne	.24	.30
Pepper, red	..	..
Allspice	.19	.22
Cinnamon	.16	.19
Coriander	10 1/2	13 1/2
Cloves	.22	.27
Ginger	..	.15
Mace	1.15	1.25
Nutmeg	..	.44

GREEN CALFSKINS.

	5-9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 Veals..20	2.25	2.55	2.75	3.50
Prime No. 2 Veals..18	2.05	2.30	2.50	3.25
Buttermilk No. 1	.17	1.90	2.20	2.40
Buttermilk No. 2	.15	1.70	1.95	2.15
Branded Grubby	.12	1.80	1.55	1.75
Number 3	..	..	..	2.05

CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls. per lb.	Dbl. Bags
Double refined saltpetre, granulated	6 1/4c	6 1/4c
Double refined saltpetre, small crystal	7 1/4c	7 1/4c
Double refined large crystal saltpetre	8 1/4c	8 1/4c
Double refined nitrate soda, granulated	4 1/4c	4c
In 25 barrel lots		
Double refined saltpetre, granulated	6 1/4c	6c
Double refined saltpetre, small crystal	7 1/4c	7 1/4c
Double refined saltpetre, large crystal	8 1/4c	8c
Double refined nitrate soda, granulated	4c	3 1/2c
Carload lots:		
Double refined saltpetre, granulated	6c	5 1/2c
Double refined nitrate soda, granulated	3 1/2c	3 1/4c

DRESSED POULTRY.

FRESH KILLED.

Chickens—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	@31
Western, 48 to 54 lbs. to dozen, lb.	@31
Western, 43 to 47 lbs. to dozen, lb.	@30
Western, 36 to 42 lbs. to dozen, lb.	@28
Western, 31 to 35 lbs. to dozen, lb.	@26
Chickens—fresh—dry pkd.—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@32
Western, 48 to 54 lbs. to dozen, lb.	@32

Western, 43 to 47 lbs. to dozen, lb.	@31
Western, 36 to 42 lbs. to dozen, lb.	@29
Western, 31 to 35 lbs. to dozen, lb.	@27

Fowls—frozen—dry packed—prime to fcy.—12 to box:

Western, 60 to 65 lbs., lb.	.32 @34
Western, 55 to 59 lbs., lb.	.31 @33
Western, 43 to 47 lbs., lb.	.29 @31
Western, 30 to 35 lbs., lb.	.28 @30

Ducks—

Long Island, No. 1, bbls.	.25 @30
---------------------------	---------

Squabs—

White, 11 to 12 lbs. to dozen, per lb.	.60 @70
Prime, dark, per dozen	3.50@4.50

LIVE POULTRY.

Fowls, colored, per lb., via express	@32
Geese, swan, via freight or express	@11
Turkeys, via express	.25 @30
Pigeons, per pair, via freight or express	@55
Guineas, per pair, via freight or express	@90

BUTTER.

Creamery, extras (92 score)	@50 1/2
Creamery, firsts (90 to 91 score)	@50
Creamery, seconds	.48 @48 1/2
Creamery, lower grades	.46 1/2 @47 1/2

EGGS.

Extras, per dozen	.28 @29
Extra firsts	.26 1/2 @27 1/2
Firsts	.24 1/2 @25 1/2
Checks	.21 1/2 @22 1/2

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.55
Blood, dried, 15-16% per unit	@ 4.35
Fish scrap, dried 11% ammonia, 15% B, 10% B. P. L.	nominal
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.10& 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	nominal
Soda Nitrate, in bags, 100 lbs. spot	@2.67
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.15& 10c
Tankage, unground, 9@10% ammonia	3.05& 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@31.00
Bone meal, raw 4 1/2 and 50 bags, per ton	@38.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton	@11.70
Kalnit, 12.4% bulk, per ton	@ 8.79
Muriate in bags, basis 80%, per ton	@33.50
Sulphate in bags, basis 90%, per ton	@43.00

Beef.

Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.25

Meat Scraps, Ground.

50%	@67.50
55%	@72.50

BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending March 3, 1927:

	February	25	26	28	Mar. 1	2	3
Chicago	.51	.50	.50	.50	.49 1/2	.49 1/2	.49 1/2
New York	.51	.51	.51	.51	.50	.50	.50
Boston	.52	.51 1/2	.51 1/2	.51	.51	.51	.51
Philadelphia	.51 1/2	.51 1/2	.51 1/2	.51	.51	.51	.51

Wholesale prices of carlots—fresh centralized butter, 90 score at Chicago:

	50	40 1/2	50	50	40	40
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—
Chicago	30,871	32,087	33,120	415,029
New York	42,004	50,995	60,266	514,320
Boston	12,827	13,178	16,063	150,966
Philadelphia	13,881	14,160	13,694	167,580

Total ...100,183 110,420 123,143 1,247,985 1,347,679

Cold storage movement (lbs.):

	In Mar. 3.	Out Mar. 3.	On hand Mar. 4.	Same week last year.
Chicago	..	56,439	1,387,678	4,877,058
New York	146,794	116,478	1,534,072	4,585,123
Boston	19,200	25,252	578,555	2,987,077
Philadelphia	..	2,720	246,094	680,418
Total	165,994	200,889	3,747,299	13,049,676

927.

@31
@29
@27

to box:

@34
@33
@31
@30

@30

@70

@4.50

@32

@11

@30

@55

@60

@50%

@50

@48%

@47%

@20

@27%

@25%

@22%

@ 2.50

@ 2.50

@ 4.25

nal

& 10c

nal

@2.07

& 10c

& 10c

@31.00

@38.00

@ 9.00

@11.70

@ 8.70

@33.50

@48.00

@ 1.15

@ 1.35

@67.50

@72.50

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927:

3

49%

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51

51

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1926.

62,883

49,593

19,251

65,912

47,079

ame

k day

year.

77,058

85,123

87,077

30,418

10,976